



The MARK OF QUALITY

The Herman Trade-Mark on a Van or Trailer is your assurance of quality construction in every detail . . . A unit that will give maximum service at lower operating costs. Herman Van Bodies and Trailers are tailor-made to the requirements of your business. Not "just steel" but *welded* steel to combine lighter weight with more strength. Write for literature and low prices today.

IS YOUR DELIVERY EQUIPMENT ECONOMICAL?

Is it right size? Right weight? Especially designed for your purpose? Give us complete details. We'll analyze your problem and suggest improvements if possible. No obligation. Herman Bodies and Trailers are built to individual requirements at mass production savings.

The HERMAN BODY COMPANY

4406 CLAYTON AVENUE • ST. LOUIS, MO.

Simple PALLETS

Two wooden floors separated by 2 x 2's make a pallet any fork truck can pick up readily. This simple invention will save industry millions of dollars in handling and rehandling costs during 1941.



...earn millions of dollars!

Handling and rehandling materials is one of the costliest items in manufacture. But costs decline wherever modern material-handling methods are introduced. The modern fork truck powered by a modern industrial battery keeps materials on the move within plants—makes loading and unloading freight cars cheaper—permits use of storage space from floor to ceiling. But the *method alone* isn't enough . . . it calls for a power source in the truck that gives quiet, smooth, trouble-free *dependable* operation.

That's why, probably, the Edison Alkaline Storage Battery powers more of the battery industrial trucks in the United States than all other kinds of batteries combined. With *steel* cell construction and a solution that is a natural preservative of steel, it is the

lightest, most durable, most trouble-free of all storage batteries. Has two to five times longer life—assures lowest annual operating cost.

For more detailed information send for our bulletin *Modern Material Handling*. New edition, just off the press, describes the various industrial-truck handling systems; illustrates the latest methods; gives detailed data on alkaline batteries. Edison Storage Battery Division of Thomas A. Edison, Inc., West Orange, New Jersey, U. S. A.

Edison

STEEL *Alkaline* BATTERIES



Arson is a favorite weapon of the saboteur...and the automatic sprinkler his deadly enemy. The arsonist's first move, therefore, is to shut off the supply of water to the sprinkler system, or otherwise to render it ineffective. And this he can easily do—unless the sprinkler system is electrically supervised to automatically detect and report such tampering.

A.D.T. Supervision is the most effective safeguard to insure that sprinkler systems are constantly maintained in proper operating condition. The closing of any shut-off valve or any other condition that might impair the sprinkler's effectiveness, whether by accident or malicious intent, is instantly and automatically reported to the Central Station, which

immediately investigates every trouble signal and secures corrective action. A.D.T. Supervision makes the sprinkler system function also as an efficient automatic fire alarm system, automatically summoning the fire department the instant a sprinkler head opens.

Write for further information on this and other A.D.T. Electric Protection Services that are helping establishments in all fields to combat the threats of sabotage, fire and burglary.

These Services include *Sprinkler Supervisory and Waterflow Alarm, described here; Aero Automatic Fire Alarm; Invisible Ray Alarm; Holdup Alarms; Burglar Alarms; Emergency Police Call; Watchman Supervision. Descriptive booklets furnished on request.*

A.D.T. SPRINKLER SUPERVISORY AND WATERFLOW ALARM SERVICE

Controlled Companies of **AMERICAN DISTRICT TELEGRAPH CO.** 155 Sixth Avenue, New York, N. Y.
CENTRAL STATION OFFICES IN ALL PRINCIPAL CITIES OF THE UNITED STATES

A.D.T.

Electric Protection Services
AGAINST FIRE · BURGLARY · HOLDUP
A NATION-WIDE ORGANIZATION

EVERY TRAILER ON THE ROAD CONTRIBUTES TO NATIONAL DEFENSE!

● THERE ARE THOUSANDS of Truck-Trailers in daily use on direct defense work . . . but that's only a fraction of the Truck-Trailer industry's contribution. As a matter of fact, every Trailer we build contributes in some way to the all-out job in which our Nation is engaged:

Heavy-Duty Trucks Conserved for Direct Defense Use



Example—The Crane Company, Chicago, is using a 1½-ton truck and 10-ton Fruehauf Trailer for work on which they formerly used a 5-ton truck . . . because any truck can pull far more than it can carry. Across the country, Truck-Trailers release thousands of heavy-duty engines that are sorely needed for other essential work.



Gasoline and Oil Conserved . . .

Example—The F. J. Kress Box Company, Pittsburgh, uses up to 20 percent less gasoline and oil for the same tonnage hauled, because a smaller truck, pulling a Fruehauf Trailer, now transports more tonnage than was formerly carried on a bigger truck . . . and uses less fuel, of course. Multiply this by the number of Truck-Trailer users in the United States . . . and the conservation of gasoline and oil is tremendous!

Railroad Tank Cars Freed for Long Hauls . . .



Example—M & M Truck Co., Denver, whose fleet of fifty 5,000-gallon Fruehauf Tank-Trailers hauls gasoline for one of the major producers, delivers about 75,000,000 gallons in a year. The year-round use of about 100 tank cars would be required to make these same deliveries. Consider, then, the value of 100 cars in the present emergency . . . and the fact that this example represents only a very small fraction of the country . . . and that Tank-Trailers can assume a still larger share of the responsibility!

Engine Production Facilities Increased . . .



Example—The Halle Bros. Co., Cleveland, uses the "shuttle system" between its department store and warehouse. One truck handles three detachable Trailers—it's constantly pulling one Trailer while the others are being unloaded and loaded. Without the "shuttle system", three trucks would be required. Thus, production facilities for two extra trucks are freed for defense work. Multiply this by the thousands of users "shuttling" with Trailers, and you have an immense added production capacity!



Railroad Facilities Released . . .

Example—Vitality Mills, Chicago, now ship their livestock feed to certain of their markets by Truck-Trailer, instead of by rail freight. Through faster delivery and improved service, Vitality's business in these markets has increased by 35 percent . . . but, beyond that, the change has released rail facilities for those types of hauling work that railroads can handle best.

That's the reason we say: Every Trailer on the road contributes to National Defense!

Our soldiers must eat! Transporting their food is just one of the thousands of jobs that motor transport is handling. For example, one firm, using Fruehauf Trailers, hauls 64,000 lbs. of produce weekly to Fort Sill, Okla. Motor transport is helping America to put the job across!

World's Largest Builders of Truck-Trailers **FRUEHAUF TRAILER CO., DETROIT** Sales and Service in Principal Cities
FACTORIES — DETROIT, KANSAS CITY, LOS ANGELES, TORONTO

FRUEHAUF TRAILERS



"Engineered
Transportation"

REG. U. S. PAT. OFF.

MOTOR TRANSPORT IS ESSENTIAL TO NATIONAL DEFENSE

Motor Transport and Defense

(An Editorial)

IN these hectic days industry is scurrying in every direction to take care of defense and civilian needs, and as a result, the facilities of road transportation take on added significance because of their flexibility and immediate availability to go where and when the need is urgent.

The Government's encouragement of increased truck production in the face of reduced allotments of steel and other essential materials to other industries is an acknowledgment of the vital character of highway transportation. As has been so aptly pointed out, the movement of materials over the highways is but the continuation of the factory production line to the very doors of the retailers and wholesalers, from whence our people are fed, clothed and kept employed. Augmenting, rather than checking this activity, has been a wise Government move.

The eventual part that road transport will play, particularly should the need for transportation in general become even more vital than at present, can only be surmised. It is quite apparent, however, in the light of what road transport has already accomplished for our defense activities, that a role of major character is in the offing, an activity that will grow even larger when this emergency is over.

Highway transport has been coming into its own for several years and in this period of national emergency where all-out production and transportation are vitally needed, our people may well be thankful that America leads the world in this development.

Such leadership will never be relinquished. It will go on, with the great automotive industry's backing, to even greater achievement.

Ocean Cargo by Air to Europe

Pan American clippers last month started ferrying freight across the Atlantic Ocean, the needs of war having stimulated this development. The first Transatlantic air express service between the United States and Europe was inaugurated on Sept. 25 by this line. The Railway Express Agency has been appointed the official receiving and delivery agent in this country for this service.

Air express is now accepted as regular cargo on the transatlantic clippers operating between New York and Lisbon, Portugal.

Under restrictions placed upon foreign travel by the United States, passenger traffic has been reduced to a minimum. Thus, despite the fact that the Clippers are currently carrying 30 per cent of the transatlantic mails, for the first time, with this reduction of passenger travel, space will now permit regular transport of express cargoes.

Pan American Clippers carry air express on trans-pacific service to China and India, and on all of its lines in Central and South America, Mexico and Alaska.

Conforming to the requirements of "Private Express Statutes," issued by the Solicitor of the Post Office Dept., among the articles which will not be accepted for air express carriage to Europe are: money of every description, securities of every description, checks, drafts, payment orders and dividend warrants or any other negotiable instrument, assignments, bills of lading, certificates of destruction, patents and licenses, debit and credit slips.

Further, to avoid the complication resulting from the innocent transport of contraband materials of war, the airline has worked out with the British Government a system of aircerts, similar to the navicerts issued by the Ministry of Economic Warfare, certifying non-contraband shipments at the point of dispatch and thereby avoiding the delay on the high seas of search and seizure. These aircerts may be obtained from any British Consulate in the U.S. Air express shipments to Europe will not be accepted by the airline, or the Railway Express Agency unless accompanied by properly executed "aircerts." Westbound shipments from Europe must be accompanied by certificates of origin.

Trust-Busting Activity Now Centered on Transportation

Already operating subject to several special agencies and answerable to innumerable others charged with surveillance over American business, transportation will soon be placed under the microscope of the Department of Justice antitrust division.

Thurman Arnold, trust-busting zealot of the Administration who has brought literally thousands of firms and trade groups into Federal courts in civil and criminal proceedings, has marked transportation "next." His department has "stuck its nose under the tent" in an intervenor bill filed in the Interstate Commerce Commission study of the application of Associated Transport, Inc., New York City, which plans a farflung web of motor transportation along the Atlantic Seaboard and reaching inland.

Arnold has not personally entered into the picture as yet, but he will do so before many weeks. The broad purpose of this isolated beginning will be relayed to the public shortly.

The chief of the antitrust division is on record as subscribing to the principle that "bigness" is not necessarily monopoly—but few large operators or associated groups have failed to receive his summonses in the past 18 mos. Since President Roosevelt wrapped the mantle of "trust-buster" about the ample shoulders of the former Yale Law School professor, he has instituted

more than 200 antitrust proceedings. Standing alone, such statistics fail to give a true picture of the penetration of the Arnold drive into the inner workings of American business, but when it is recalled that a single suit (American Petroleum Institute) brought more than 300 defendants into court, the expansiveness of the campaign is revealed.

Under the present regime, business cannot afford to lull itself into a sense of security on the theory that no violation can be established because no conspiracy to act in concert can be shown. Witness, again, the situation in U.S.A. vs. American Petroleum Institute. In that case, Arnold demanded from the leading companies a complete schedule of their advertising budgets and methods, past, present and prospective. When a cry of irrelevance was raised, the Justice Department responded with the answer that huge promotional outlays may well be a method by which a control is exercised by producers over distributors. Following that analogy, it might be contended that extensive advertising and sales promotion might be a method by which large transcontinental or regional truck lines effect a species of control over tributary lines.

Antitrust proceedings are time-consuming and costly to respondents, regardless of the outcome. The publicity that attends the launching of such a case, likewise, is far from beneficial. Those circumstances have combined to create a willingness on the part of business to accept Thurman Arnold's suggestions for "consent decrees." Under such an agreement, the Department of Justice drafts a decree in which the respondents "consent" to discontinue practices which the government's attorneys set out, and to take affirmative action in other directions. Such a decree ends the proceedings, but has obvious drawbacks.—Butler.

Warehouse Space Occupancy Trend Continues Upward

According to the Advisory Commission to the Council of National Defense, figures of public merchandise warehouse space occupancy, as of June 30, 1941, released by the Census Bureau, show an average increase for the country of 1.2 per cent. The South-Atlantic, East-Central and Rocky Mountain-Pacific States showed the greatest increases. Comparisons by percentage for the country as a whole are as follows:

June 30	May 31	April 30	March 31
80.2	79	78.1	76.2

The increase in occupancy since Dec. 31, 1940, is 6.8 per cent.

Regional comparisons follow:

	June 30	May 31
	%	%
New England	69.5	69.1
Middle Atlantic	86.5	86.2
East North Central	85.9	83.2
West North Central	72.6	72
South Atlantic	77.5	70.1
South Central	65.9	66
Mountain and Pacific	80.2	77.1

The heaviest increase in percentage of occupancy occurred in Maryland, Delaware, District of Columbia, Virginia, West Virginia, Michigan, Illinois and California.

Storage Survey Data Will Be Comprehensive

Reports rolling constantly into Washington will be used in framing what is believed to be the Nation's first comprehensive picture of existing storage facilities, plus space which might be used in emergency.

Under the direction of Harry D. Crooks, consultant on warehousing in the Transportation Division of the Office of Emergency Management, studies are going forward on cold storage, and merchandise warehouse facilities, supplemented by a tabulation of vacant buildings suitable for emergency use.

Covered in the examination of cold storage space will be public and private facilities; merchandise warehousing for hire, only, will be studied. Current occupancy will be reported in each instance.

The task is an enormous one, due to the many units which must be covered in locality reports, particularly in the division of emergency storage space. While some of the collation has been completed, spokesmen for O.E.M. hesitate to hazard a date for completion of the study.—*Manning*.

Govt. Searches for Stored Vital Materials

Tabulations of materials and equipment needed for national defense purposes which are, for one reason or another, not flowing into productive channels, will be made as a result of a current survey launched by Stacy May, chief of the Bureau of Research and Statistics, Office of Production Management.

Large quantities of such materials, it was reasoned, are stored in warehouses, at transportation terminals, held by banks as collateral for loans, or concealed intentionally or otherwise in many other locations and under varying conditions.

"Inasmuch as the national interest demands that all available resources of strategically important materials be used for defense purposes to the fullest extent practical, it is incumbent upon the Office of Production Management to locate such resources and facilitate their movement into productive use," it was explained by Mr. May in requesting cooperation.

The survey is being conducted to determine the quantity and location of critical defense items, and returns will be held "strictly confidential and will be used by Federal Defense Agencies only," he said.

The following is a list of instructions sent to warehouses:

1. This report is intended to cover any of the items on the list of critical defense items which are being stored by your company at any location including field warehouses, open or covered ground storage, or any other type of storage.

If it will simplify the filing of this report it will be agreeable to record ALL items which you are holding as aforementioned or to record all items with the exception of foods, drugs, canned goods, sugar, tobacco, rags, cotton waste, spirits, wholly manufactured goods such as household goods and utensils, radios, washing machines, refrigerators, etc., as well as completely manufactured machines for special purposes.

We are primarily interested in raw and semi-manufactured materials coming within the "List of Critical Defense Items." All of the foregoing provisions being subject to the qualification of paragraph 4 following.

2. If you operate warehouses in more than one location file a separate report for each location.

3. If you lease space, state location of space, name and address of lessee, area leased, type of business, and/or principal items which are handled by lessee. Attach a separate report covering this phase of your operation.

4. Only report actual quantities of lots in storage as of Aug. 30, 1941, which were received by you prior to Aug. 1, 1941, and which have a prevailing wholesale market value of over \$2,000.

5. Description of item. Give same description as indicated on your records.

6. Quantity. Give total net quantity expressed in unit indicated on List of Critical Items.

7. Date received. State date item was placed in storage.

8. Stored for account of. State name and address of last known party of interest. If stored in Bond—

Convention Dates

1941

Oct. 2-4—10th Annual Convention, Indiana Motor Truck Assn., Indianapolis.

Oct. 5-8—Household Goods Carriers' Bureau Convention, Statler Hotel, St. Louis.

Oct. 6-7—Annual Conference on Distribution, Boston, Hotel Statler.

Oct. 6-8—Twenty-eighth convention, National Foreign Trade Council, New York City, Hotel Pennsylvania.

Oct. 6-10—National Safety Council, annual meeting, Stevens Hotel, Chicago.

Oct. 8-9—Atlantic States Shippers Advisory Board, Syracuse, N. Y.

Oct. 9-10—Annual Convention of Interstate Commerce Commission Practitioners, Hotel Commodore, New York City.

Oct. 13-16—American Hardware Manufacturers Assn., semi-annual meeting, Atlantic City, N. J.

Oct. 21-22—Associated Traffic Clubs of America, Fall meeting, Milwaukee, Wis.

Oct. 21-24—Annual Convention of the Propeller Club of the U. S., Fairmont Hotel, San Francisco.

Oct. 27-28—Mississippi Valley Assn. meeting at Hotel Statler, St. Louis, Mo.

Oct. 27-30—Annual convention of American Trucking Associations, Inc., New York City.

Nov. 5-7—Convention of Associated Grocery Manufacturers of America, Waldorf Hotel, New York.

Nov. 6-8—Annual meeting of Southwest Warehouse and Transfermen's Assn., Rice Hotel, Houston, Tex.

Nov. 12-13—Annual Meeting of Assn. of American Railroads, Stevens Hotel, Chicago.

Nov. 13-14—National Industrial Traffic League, annual meeting, Palmer House, Chicago.

Nov. 17-19—National Fertilizer Assn., annual Southern meeting, Biltmore Hotel, Atlanta.

December—American Marketing Assn., annual meeting, New York City.

1942

Jan. 23-30—National Cannery Convention, Sherman Hotel, Chicago.

Feb. 9-14—National Furniture Warehousemen's Assn. 22nd annual meeting, Palm Beach Biltmore, Palm Beach, Fla.

February—11th Annual Convention of Mayflower Warehousemen's Assn., Chicago. Date and Hotel to Be Decided Later.

Feb. 17-20—51st Convention of American Warehousemen's Assn., San Francisco.

April 27-May 1—Annual meeting of U. S. Chamber of Commerce, Washington, D. C.

state "In Bond." If warehouse receipt or any other document of title has been issued, state name and address of holder.—*Manning*.

Pineapple East by Rail

All Hawaiian pineapple products may shortly have to be unloaded at California ports and shipped East by rail, according to comments of heads of the Hawaiian Pineapple Co. in San Francisco. Up to 3 mos. ago, about 65% of the pineapple packed was transported direct from Honolulu to New York by water. The cost of moving the product by rail will be double the rate by steamship, according to the pineapple men.—*Gidlow*.

MOTOR FLEETS MAKE

for National Emergency

THERE is plenty of evidence, among representative motor fleet operators of Chicago and other shipping centers, that the trucking industry is making ready to do its full part in meeting any national shipping emergency that

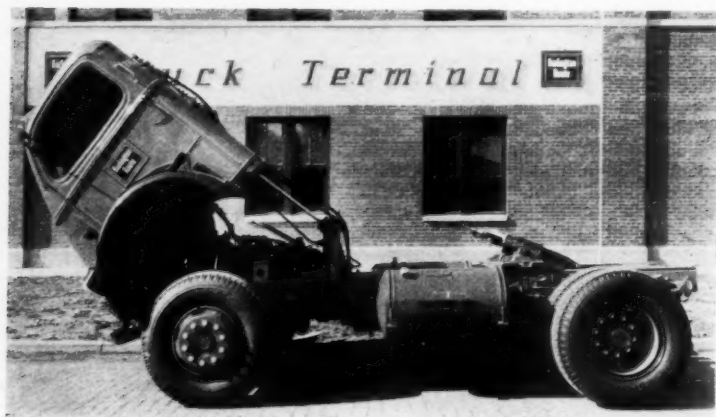
may develop. These truckers are already handling numerous "national defense" commodities that normally would have been transported by rail. Examples are increased tonnage of steel and steel parts; growing shipments of gaso-

line and oil in motor tank trains; heavy machinery and engines normally shipped by rail; increasing tonnage of perishables in refrigerated trailers; and many others.

Individual truckers today are doing many "new things" to improve their operating programs. These include new economy and efficiency adaptations to meet the threatened or possible shortages in new road equipment, accessories and parts, gasoline and tires, shop equipment, and qualified shop and driving personnel.

One spectacular example of "new things" is putting horse-drawn pick-up trucks back in use in congested Chicago areas by a large motor fleet operator to save motor equipment and gasoline. Other examples are improved terminal facilities; new package loading devices; cooling (or warming) storage rooms at docks to protect perishables; mobile little machineshops to service trucks while being loaded or unloaded at the docks; improved training methods for mechanics and drivers. Many operators are also practicing new economies for gasoline and oil. Preventative maintenance programs are being more religiously followed, to head off loss of time and accident costs from road failures. Many operators are also doubling their tire mileage through new retreading or recapping programs.

Most of these new economizing activities relate closely to the better maintenance of vehicles and to more careful driving, hence generally toward a more favorable control of accident hazards. The exceptions are those truckers—and most often the smaller ones—who have permitted their tonnage operations to increase so rapidly under National Defense conditions that they haven't been able to keep their equipment long enough in their garage to have it properly inspected and maintained. For instance, the National Safety Council reports, as the result of a recent national survey conducted among about 200 motor fleets, that many of the smaller fleets especially are



1—Latest type of White tilting-cab C.O.E. tractor used by Burlington Truck Lines in operations through Illinois, Iowa, Missouri and Nebraska. The tilting operation, performed by a hydraulic lift, requires about one minute and can easily be done by one man without tools of any kind. This new type tractor was selected by the Burlington because of its accessibility for maintenance under the company's P.M. system. For example, a driver can tilt the cab unaided so as to make emergency repairs on the road, the entire engine being as accessible as though on a bench in the home garage. So far as is known, Burlington is the only highway common carrier which employs this type of tilting-cab tractor.



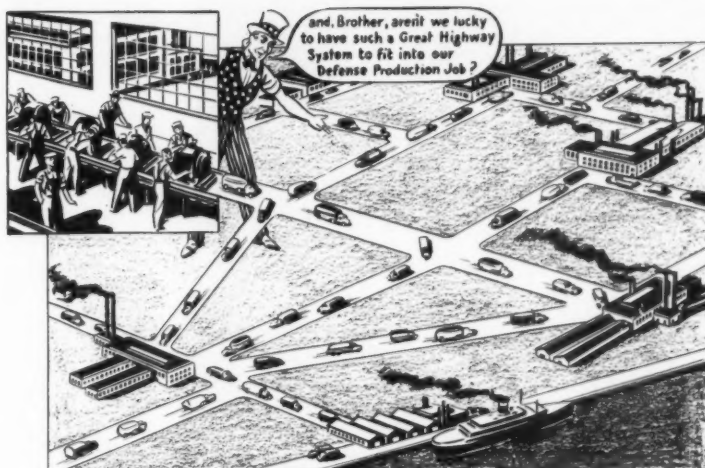
2—One of Cushman's trucks that is used for delivery of steel and miscellaneous freight in process of loading at the company's new \$75,000 terminal.

KE READY ncy Operations

not giving proper attention to their maintenance problems as related to the increased use of their vehicles. Many operators reported slowness or difficulty in getting replacement parts. Many also stated that good mechanics are becoming scarce; and that they are having difficulty in getting experienced drivers to replace those called for military service.

In the Chicago area, as an example of general conditions, operators are making special cooperative effort to meet accident hazards from the increasing defense traffic. The Interfleet Drivers Safety Contest which is sponsored by the Greater Chicago Safety Council, is being carried on for the 8th successive year, in which more than 100 fleets with more than 10,000 vehicles are this year enrolled. An additional local fleet safety campaign is now being promoted by the Central Motor Freight Assn., which represents the for-hire Illinois operators in their contacts with the I.C.C. and which is affiliated with the American Trucking Associations, Inc. This new local campaign was started off by a general safety meeting late in August in which all local truck operators were invited to participate. Nationally prominent I.C.C. and A.T.A. speakers were heard and there is being organized a strong Illinois executive board to continue regular meetings to discuss and act upon their important safety problems.

Another trucking management



HIGHWAYS ARE IMPORTANT PARTS OF THE ASSEMBLY LINE

Courtesy Fruehauf

development in the Chicago area, again as a local example of a national program, is the intensified attention which is being given to the control of trucking loss and damage claims. This program, sponsored nationally by the American Trucking Associations, Inc., is being carried on locally in the Chicago area by a group of operator executives who meet periodically to consider practical problems in such control. This program is considered timely because of the trend toward an increase in trucking loss and damage claims, due in part to the speeding of defense traffic, and in part to the sharp increase in costs of some shipping container materials; hence, a tendency toward poorer packing by some shippers. It is generally acknowledged in the trucking industry that the costs from such claims go into the tens of millions of dollars annually, and are much higher than they should be.

As an example of cost-reduction possibilities, it is reported that one prominent Chicago fleet operator awoke a few years ago to the fact that his loss and damage claims were costing him about 3 per cent

of his gross revenue. So he started a vigorous control campaign, through a systematic follow-up of every claim and the education of his drivers and dock workers. The results were surprising even to this shipper—a cutting of his claims by more than 97 per cent, from 3 per cent down to less than one-tenth of one per cent.

At a recent public meeting of Chicago truckers, one of the controversial questions was just how far the trucking industry should go, through a revision of tariff classifications, toward requiring that the goods accepted from shippers should meet the same container strength standards that are required by the railroad classifications. Of course, all goods which are packed either for truck or rail shipping presumably must meet the rail standards now, which includes a very large percentage of all goods which are trucked. The exception is for goods packed for exclusive truck shipping.

This problem was dramatized during a session of the new Business Development Section of the Central Motor Freight Assn. E. F. Stecher, general traffic manager of

(Continued on page 19)



3—Horse-drawn pick-up truck with auto brakes used in Chicago by Keeshin to save fuel. Company may put in 15 to 20 in Chicago and New York City.



4—Mobile maintenance shop used by Keeshin at Chicago for on-the-spot repairs.

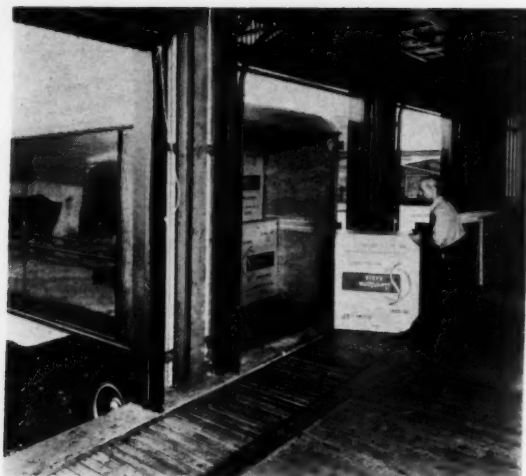


Fig. 1—The use of a platform apron conveyor for bringing the boxes to the trailers and gravity conveyors on the floor of the trailers, expedites loading and unloading of shuttle system of tractor trailers for handling the output of Colonial Radio Corp., Buffalo, N. Y. (Courtesy, Riverside Service Corp., Buffalo, N. Y.)



Fig. 2—Portable cranes assist in loading and unloading trucks, taking materials from storage to plant production lines. (Courtesy, Yale & Towne)

VEHICLES *for*

EVERYTHING today is geared up for national defense and people are talking about the importance of assembly lines, the need of increased production capacity, the lack of machine tools, and the need of greater and better highways.

The assembly lines are geared up in the factory for defense material, but when the finished product comes off the end of these assembly lines, it has to move. A considerable portion of these defense production lines now continue out and run along our highways.

As a matter of fact, our highways are now an integral part of the assembly lines for national defense. Few products are completely fabricated in one place, and with the breaking up of large contracts into small

contributing contracts to manufacturers, located in remote places, the need of more vehicles and better handling will become paramount.

Some of these small plants are now located on abandoned short line railroads. Others are not able to obtain railroad siding facilities because of the need for steel rails at other points. Therefore, more and more trucks, trailers and other vehicles will be required to supply this transportation demand.

It is going to be necessary to transport steel made in Pennsylvania out to points in remote parts of other States, where it will be made into trucks, tractors, gun carriages and other armament materials. Cloth woven in the South and in the New England mills will have

Fig. 5—Elevating endgates have been gaining popularity because they permit the quick loading and unloading of trucks on miscellaneous merchandise, regardless of contributing equipment at shipper's plants. (Courtesy, Young Iron Works)



Fig. 6—Some type of auxiliary materials handling equipment on shipping platforms is always essential for the quick unloading and loading of motor vehicles. (Courtesy, American Monorail Co.)





Fig. 3—Overhead cranes handle large 5-ton castings into trailer units, thereby permitting quick loading and unloading. (Courtesy, Fairbanks-Morse Co.)



Fig. 4—Where overhead cranes are not available, bulk materials and small parts can be quickly loaded to trucks by means of containers and fork trucks. (Courtesy, Towmotor Co.)

VICTORY

By MATTHEW W. POTTS

Materials Handling Editor

to be transported to tailoring establishments in New York and New Jersey where it will be manufactured into army uniforms, etc. Many of these small plants are located in lofts in the hearts of cities, where their only means of transportation is by truck.

Motor transport companies are facing a grave responsibility, which will require them to use their equip-

Fig. 7—Equipment as shown above makes for quick handling without going through the plant, and makes an auxiliary freight elevator. (Courtesy, Shepard-Niles)



ment with the utmost efficiency, so as to meet the demand which will be put upon them.

It is going to be necessary for goods to arrive in both large and small quantities, and on definite schedules. These schedules are subject to change without notice, so we find that trucks, tractors and trailers, operating on our highways are "Vehicles for Victory" ready to meet any emergency to keep our assembly lines running.

If this equipment is to meet the severe schedule which it will be called upon to meet, it will be necessary for plants and operators to consider the use of auxiliary equipment to assist in loading and unloading the transport vehicles, and thereby permit them to

Fig. 8—Contractors are finding that portable conveyors not only cut the cost of unloading cars and the loading of trucks, but they speed up the operation. (Courtesy, Farquhar)



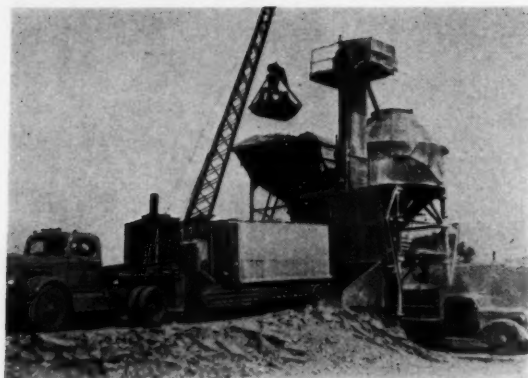


Fig. 9—Carryall trailer handling bulk cement in demountable container. (Courtesy, Cleveland Cartage Co.)



Fig. 10—Same trailer as shown in Fig. 9, handling 35-ton, 122-ft. steel girder. (Courtesy, Fruehauf Trailer Co.)

perform the service for which they are intended—namely, transportation on the highways.

A typical example of this is shown in Fig. 1, taken in the plant of the Riverside Service Corp., at Buffalo, N. Y. This company handles the output of Colonial Radio Corp., which is the third largest manufacturer of this equipment in the United States. Colonial radios come off the assembly line at the factory at the rate of 700,000 sets per year. It is up to the Riverside Service Corp. to transport this output 2 miles across the city to the warehouse.

The job is handled with neatness and dispatch by means of the "shuttle" operations, involving 3 Fruehauf trailers and one tractor-truck. While one trailer is being loaded at the factory, another is being unloaded at the warehouse, and the third is in transit either way. Loads average one every 45 minutes, and by using conveyors to bring the units to the back of the trailer, and by having gravity conveyors on the floor of the trailer, it is possible to accomplish this quickly and efficiently, placing as high as 116 console type radios, or around 800 table type, or approximately 400 automobile sets, into the trailer in this length of time.

There is never an idle moment for the equipment in this operation, and it represents the last word in economy.

Because of the demand for increased storage space at various plants, it is necessary to place incoming materials out in the yard, where service from overhead cranes is not available.

On these operations, portable power-driven cranes, as shown in Fig. 2, will assist in unloading or loading

these trucks, and at the same time the equipment can be used for removing the materials from the stock pile and taking it into the shop for the next production operation.

A number of manufacturers are finding it necessary not only to deliver materials from their plants to other processors, but quite frequently they have a transportation problem between their own plant units. For the past 6 mos. Fairbanks Morse & Co. have been engaged in one of the most grueling transport operations ever undertaken by an American manufacturer.

To meet a special problem in connection with important national defense manufacture, they have been using the "three-trailer shuttle system" between Fairbanks-Morse's plant in Beloit, Wis., and Three Rivers, Mich. The shuttle unit is in operation 24 hrs. a day, and moves material a total of approximately 5,000 miles per week.

The average haul between plants is 240 miles and one trailer is constantly on the road. At the Three Rivers plant, 5-ton engine frames are loaded into the trailers by means of overhead cranes, and the same method is used for unloading at Beloit.

In the meantime, the previous trailer arriving at Beloit has been unloaded, and is re-loaded with 10 tons of castings, so that when the trailer truck arrives at Beloit, it unloads the trailer with its load of frames, and starts again for Three Rivers with a third trailer already loaded with 10 tons of castings.

Efficient handling in the loading and unloading at both ends, plus the highway transportation length, keeps these assembly lines running at both plants.

Loading Castings

Many methods of loading and unloading have been developed by various plant materials handling engineers. A quick method of loading castings to waiting trucks is shown in Fig. 4 where a power-driven fork truck with tipping type box skid is used both for handling the castings in and about the foundry and for loading quickly to trucks for transportation to the next point of use.

On a number of trucks, where general haulage is required, and where they are not used for a specific operation, the use of an elevating endgate as shown in Fig. 5 has been found very efficient. This equipment permits the truck operator to load and unload heavy units without the possibility of accident. It also permits a quicker delivery to the customer and the saving of valuable truck time for use on the highway.

In considering the type of materials handling equipment to be used, it is necessary to give thought to all of the physical requirements, such as the necessity of getting over side-boards, fixed end racks, or into special bodies, such as shown in Fig. 6. In this job there was also the problem of getting out beyond the loading platform line for a number of loadings. In this case, the 3-ton American Monorail jib crane is being used for removing heavy tire molds from the truck, for delivery to the tire mold shop of Firestone Tire & Rubber Co., Memphis, Tenn. It will be noted that the jib crane interlocks with the bridge crane, serving the entire trucking dock area in a longitudinal direction. This bridge crane is also interlocked with a spur track for transfer of the load through the door on an overhead system, operating throughout the plant.

Jib Crane and Hoist

Frequently, multi-story buildings are equipped with freight elevators that are located in the wrong position for efficient truck-loading, and in these cases the use of a jib crane and electric hoist, as shown in Fig. 7, will simplify the loading and unloading of material, reduce the necessity of transporting this material to important manufacturing areas, and will increase the efficiency of the truck unit on the highway.

During national defense, not only are we faced with

(Concluded on page 16)

FIRST DOWN

to the

SHIPPING PLATFORM



Handle more pay loads .. faster .. with *Towmotor*

Towmotor really covers ground carrying 1,000 to 10,000 lb. loads down to the "pay off" strip . . . the shipping platform. Traveling at speeds up to 10 miles per hour . . . fastest in the industry . . . Towmotor picks up a capacity load in the warehouse, hustles it to the platform or dock, drives right into the box car, truck or ship hold, stacks the load neatly into position, and is ready for another brilliant run. You get more tonnage per trip . . . more trips per hour. And that means a lot more pay loads in a day's time.

Towmotor is a "one-man-gang" with the power, speed and maneuverability to give an outstanding all-around performance. Handling multi-ton units instead of small, individual loads, Towmotor eliminates rehandling operations. By tiering

or stacking capacity loads up to 25 feet high, Towmotor vastly increases warehouse storage capacity and utilizes every inch on crowded docks or platforms. Lanes are opened up for faster, easier handling. Towmotor is compact, has a short wheelbase, makes quick, sharp turn arounds, maneuvers in and out of tight quarters with ease. And Towmotor gives all this service . . . 24 hours a day . . . for less per hour than you pay the operator.

Compare your present methods with Towmotor performance. If they fail to measure up, let Towmotor engineers make a survey of your material handling needs—for your guidance in meeting the necessity for future economies.

Write for
Free Bulletin



TOWMOTOR COMPANY
E. 152nd Street, Cleveland, Ohio

Let **TOWMOTOR**
take the load off your hands

Vehicles for Victory

(Concluded from page 14)

the necessity of keeping our assembly lines running, but there is a great demand upon our contractors and builders for quicker and more efficient operation. The demand for trucks and trailers for transportation of equipment from one job to another has increased so much in the last 6 mos. that there is actually a shortage of this equipment in many areas.

A number of contractors are beginning to find that their old hand methods of loading and unloading are obsolete because they reduce the efficiency of the truck. Therefore, they are coming to more general use of mechanical loading devices, such as shown in Fig. 8, even for such simple materials as stone, sand and gravel. A number of these types of equipment are also used in small coal yards and on the contract jobs themselves.

The use of mechanical equipment on construction jobs is particularly noticeable on defense housing projects, which require quick, efficient and economical handling of materials in order to expedite the completion of the project to house defense workers. Here again, vehicles are working for victory.

Large contractors in cities are faced with many problems at this time because of the defense demand, and the Cleveland Cartage Co., Cleveland, does all kinds of hauling. This organization takes unusual jobs in its stride and is able to meet the defense demands because of the steady and progressive use of better handling methods. Starting 25 yrs. ago, with practically nothing, it now has over 300 pieces of equipment, including carry-alls, stakes and rack bodies, bulk cement and van trailer units, etc.

Illustrating the unusual type of work which this concern handles in its daily operation is Fig. 9. Here we see a bulk cement hauling operation, in which a special bulk cement body with its dumping apparatus, etc., is mounted directly on a carry-all type of trailer. By having the detachable body, it is possible to pick this entire unit up with a large crane and remove it from the carry-all trailer, thus leaving the trailer free for other operations, such as shown in Fig. 10, where the same carry-all trailer is moving a 122-ft. girder weighing 35 tons through Cleveland City streets.

In order to get the most out of equipment it is necessary to use it continually and on more than one operation. Therefore, it is sound business to survey every problem before purchasing equipment. That is the reason why it is necessary for executives to have a good knowledge of the materials handling equipment available for their handling requirements.

Railroad Handling

Some concerns are able to develop their own adaptations of standard equipment to meet their particular problems, and such was the case in the stores department of the Chicago, Milwaukee, St. Paul and Pacific R. R. Co. J. V. Miller, assistant general storekeeper, states in his comment on the vehicle used that their handling requirements demand that they handle thousands of different types and shapes of material; frequently they have to give quick and efficient service.

Naturally for the handling of commercial freight, a stake body or covered truck is the most desirable. However, at certain times of the year, the road master wants gravel, cinders, cement, ties, frogs, rails, etc., delivered and of course, for handling gravel and such materials, a dump truck would be most suitable.

This railroad's problem consisted of finding a truck or a method of handling which would take care of all of its requirements. Since it could find no manufacturer to produce a truck to fit the needs, it called on its own resources.

Mr. Miller's description of this operation and equipment is as follows:

"As a rule, we use a 1½ to 5-ton stake body truck, that is, this truck is capable of handling 5 tons by the installation of relief springs. These trucks range in price from \$900 to \$1,200, depending upon the make of truck purchased. We then have installed for an approximate cost of \$200 a conventional hydraulic hoist such as is used on dump trucks. When we have gravel, sand or cinders to handle, we remove the stakes from the body and insert full length side boards approximately 18 in. in height and a tailboard. By doing this we can do everything accomplished by a dump truck, yet we have a standard stake body truck.

"Normally our service in freight handling is the handling of merchandise from our depot to the depots of other railroads, or hauling LCL freight within the radius of the point where the truck is operating to one or more stations adjacent to this point. Our purpose in this is to eliminate the use of cars for this service which would only contain light loads and also to more promptly service customers in this zone.

"When the commercial freight has been handled, as stated heretofore, the truck then goes into service supplying the demands of the various departments on the railroad. For example, we may have occasion to deliver a 3,000-lb. frog. You can readily understand that with a stake body truck this would necessitate putting on at least 2 men in addition to the driver to assist with the unloading. With the dumping attachment on the truck, we eliminate the necessity of additional help. Upon arrival at the point where the frog is to be used, the driver merely pulls the lever, the body raises and the frog, or whatever material to be unloaded, slides off. When using a truck of this type, the rear end is so near the ground when the body is raised, no damage occurs to the material.

"This truck also serves in a safety capacity. Heavy material is always dangerous to handle and you are subject to accidents whenever there is occasion to handle. By using this type of truck, no manpower is involved and the danger of accident is entirely eliminated.

"We deliver as many as 40 switch ties at a time with a truck of this nature and the unloading takes but a minute, whereas previously it would necessitate using 2 to 3 men and take 20 to 30 minutes to unload.

"Regarding the savings on a piece of equipment of this kind, we have practically no installation where the savings will not reach 100 per cent of the investment per year and many of our installations will run several times that amount. It is not uncommon for us to save as much as \$50 in a day with one of these units. In explanation of that, we have on numerous occasions had cars or engines off the track and without a facility of this nature, it would be necessary to call a crew and run a special train with the wrecker and men to handle the situation. Wherever we have these facilities, the department involved merely loads the jacks, blocks and men on to the truck and within the hour we are at the scene of trouble and the work is taken care of. We not only save the cost of the train and crew going out to the scene of trouble, but in many instances we save time of the train involved in the accident and this is sometimes of considerable proportion."

Now is the time for every executive using motor transport to seriously consider its efficiency and see what can be done to expedite the loading and unloading so as to keep the vehicles moving.

This will require cooperation with the shippers and a knowledge of what types of materials handling equipment are available for use in industrial plants, steamship docks, railroad terminals, etc., so that proper recommendations can be made to see that the most efficient, economical and speediest loading and unloading can be accomplished.

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One of the larger capacity tractors in the great Mack line

MACK TRUCKS . . . One to 45 Tons
and all "Heavy Duty". Gasoline or Diesel Power.

Chassis prices now start at \$625.



HANDLE GOODS FASTER

*with easily-maneuvered Electric Fork Trucks—
one of 6 distinct types built by Elwell-Parker*

A single job out of many—but how important *this* one of using Elwell-Parker Electric Fork Trucks to get materials out of and into freight cars and *into your production* without a moment's lost time!

Or *into storage!* Elwell-Parker Fork Trucks, high-tiering pallet- or skid-loads in boxes, barrels, bags and bales, save owners' time, floor space, ground rents, taxes. They literally cram warehouses to the limit with pay loads, tiering filled pallets one on another to roof girders.

Center Control Fork Trucks (above) are matched

by equally modern Elwell-Parker End Control Units. Attachments include telescoping uprights; lifting-tiering-tilting; and interchangeable rams, forks, booms, roll-handling aprons, upenders and scoops.

Furthermore, Elwell-Parker builds Platform Trucks, Lift Trucks, Cranes, Tractors and Load Carriers—comprising *Systems* of Load Transportation best adapted to handling your volume loads at large new savings.

The Elwell-Parker Electric Company, 4110 St. Clair Avenue, Cleveland, Ohio.

ELWELL-PARKER *Power Industrial* **TRUCKS**

ESTABLISHED 1893 • BUILDING POWER INDUSTRIAL TRUCKS SINCE 1906



5—Gas servicing at station of American Transportation Co. and affiliated lines, pump lines arranged to save time.

(Continued from page 11)

the Stewart-Warner Corp., was a guest speaker on the subject, "A Traffic Manager's Reaction to Motor Freight Salesmanship." He had already proved that his company was a good friend of the truckers by stating that his 10 manufacturing plants were using the services of 197 different trucking lines over the country. During his talk he incidentally expressed vigorous disapproval of the apparent tendency by some truckers, in training their drivers, to make capital of the fact that goods which they would accept for truck shipping *might* be packed "more cheaply" than would be required for rail shipping or truck-rail shipping. His combating argument was that, as a matter of equal fairness to the public and to all manufacturers, and also for the protection of the truckers themselves, "a few manufacturers should not be permitted to ship their goods in cheaper sub-standard containers." He explained that his own company employed a packing engineer who must pass on the tested strength of every new ship-

ping container before it could be released for use.

As to the national traffic situation, Mr. Stecher stated as his own opinion that the truckers should be making ready for "a vast increase in defense shipping," ahead of the day when he expected "a rail shipping crisis." In support of his opinion, he stated that "the steel industry is reported right now to be running short of its rail shipping needs by 100 to 200 cars a day." Pertaining more directly to his assigned topic, he described an example of "one type of truck operator for which a shipper is always looking." This trucker suggested to the shipper an improvement in the method which it had been using in packing and handling certain kinds of manufactured steel parts. The new method not only made the parts easier and safer to handle by the trucker, but eventually saved the manufacturer \$62,000 in shipping costs.

Further discussions at this public meeting on the increase of motor trucking, caused one prominent Chicago trucker to remark: "There is a lot of new defense shipping, but it seems to be always

going in the wrong direction." It was brought out further that most of the truckers consider that much of the new defense shipping in general is "very spotty." That is, much of it tends to come irregularly, in large one-way volume when it does come, and it is usually "rush." Much of this shipping consists of heavy metal parts and other emergency materials needed in a hurry to keep some factory with defense contracts going.

This problem, together with a possible remedy for it, was summarized recently in a published interview statement made by Barney Cushman, president of the Cushman Motor Delivery Co., Chicago, and former president of the Central Motor Freight Assn.

"In any national transportation emergency that may develop," said he, "I am certain the motor trucking industry will give a good account of itself. But it is also my opinion that if our long-distance trucking facilities should become pressed, we would be able to utilize our full trucking resources only through the setting up of a national Coordinator of Trucking

6—One type of automobile haulaway service that Iowa Governor defends.



7—Since new automobiles must get to the market quickly, such service is popular.



Transportation, with authority to allocate and coordinate all long-distance loadings. . . . This would prevent a great deal of present shipping waste. For instance, a Chicago operator sends to Detroit a large fleet of heavily loaded trucks which then must return empty. On the same day a Detroit operator sends like loads to Chicago, and his trucks also return empty—which means that each fleet is wasting one-half of its trucking capacity. There are many examples, today, of such waste."

The Cushman Motor Delivery Co. has had for about one year an active "steel division" for hauling heavy metal parts usually considered a rail freight commodity. It is using heavy-duty open-topped trailers which permit crane loading. These trailers are reinforced with a secondary floor to prevent possible damage from the heavy freight and also the use of electric loaders in handling heavy small parts. The trailers are also reinforced at the front ends with interior steel plates, added with little expense from scraps of steel plate picked up at steel plants being served. The company has also devised an improved frame made of light iron pipe, easily set up and adjusted by one man, as a support for the tarpaulin cover for the load and also needed to protect a possible return cargo of miscellaneous freight.

The Decatur Cartage Co., of Chicago, is another example of an operator which is doing new kinds of specialized hauling stimulated by the defense emergency. An example is a recent rush call to transport



Decatur Cartage Co.'s new terminal in St. Louis, which it occupied on Sept. 15. The building, 50 by 200 ft., has 17 loading doors on each side.

from an Illinois city to Milwaukee, Wis., 3 large stationary engines which weighed about 14,000 lbs. each and which normally would have gone by rail. They were for transfer at Milwaukee to water craft for shipment to a European port. The Rogers Cartage Co., a subsidiary organization, is also specializing in the operation of a fleet of about 30 oil tanker trains with 2 trailers. Each outfit transports 7,500 gallons direct from refineries to bulk plants and there has been a recent speed-up in this kind of trucking.

The Keeshin Motor Express Co., Inc., Chicago, has within the past 4 mos. added 200 new trucking units, to give a total of 2,000 units which are operating over 17,000 miles of highway in 17 different States. Among the new units added, it is safe to say that those which attracted most public attention were the 2 new horse-drawn pick-up wagons with automobile brakes, to replace 2 motor pick-up trucks in congested Chicago districts. It is announced that a total of 15 to 20 trucks may be replaced by horse-drawn wagons. Jack L. Keeshin, president of the company, is quoted as explaining:

"Tires are going up. Truck repairs are getting more costly and it's becoming difficult to get parts. Gasoline is expected to rise—but there's plenty of oats. We thought we could economize with horses. If they're successful, we will send several teams to New York, where the gasoline shortage is becoming troublesome. . . . It is our contention that a great deal can be done to preserve our national resources, and we feel that the use of horses on short operations will contribute its share to this program."

The Keeshin company is also doing a number of new things for its motor trucks. One economy example is a little mobile shop to be shifted about at the big Chicago terminal. It is built on an old Ford truck and the compact little shop room is fitted with an air com-

pressor, power tools, other general tools and repair parts. It is used to make minor repairs on trucks while being loaded or unloaded at the docks. It is also headquarters where the drivers report when they come in from a run and before they leave; and for the final fitting of trucks for their highway runs.

In the main Keeshin shop new equipment has been added to help speed a new preventive maintenance program. This includes a line boring bar, cylinder press, drill press and new gasoline analyzers; all of the air compressors have been rehabilitated. After several months of trial of the new intensified preventive maintenance program, it is reported by C. W. Van Patter, general superintendent of maintenance, that "we are now sold 100 per cent on its results." He reports, among these results, a reduction of about 20 per cent in road failures. The new gas analyzers also have helped to reduce gas consumption, in some instances by 10 per cent. More careful attention to proper tire inflation, supplemented by recapping, have brought considerable reduction in tire expense. For more thorough guarding of the vehicles and cargoes, Keeshin has recently added the following new driver regulations:

"Do not stop at more than the regular scheduled stops.

"Do not park your unit except where it is always within your vision.

"Drive safely so as not to be involved in any accident which might delay the unit or damage the equipment and load.

"Report to the police anything of a suspicious nature that occurs near your unit or that might be observed en route."

The fleet of the Walgreen Company, Chicago, likewise, affords a good example of economy possibilities from a tire conservation program. This company has a fleet of 52 trucking units which travel about 600,000 miles a year in servicing the 300 Walgreen stores in the Chicago district. It is stated by Donald Haase, fleet operator, that as compared with 5 or 6 yrs. ago, the company is now getting 15 to 30 per cent more mileage from its tires. This has been achieved through a program which gives attention to all phases of tire management. Only high quality tires which are individually suited to their exact needs are used. An individual record on each tire is kept. On each tire there is a 3-way maintenance check. This includes a daily check by the driver which must be certified to on his signed daily report. The tires are also checked at irregular times by the company supervisors; and for any discovered tire neglect by a driver, he is disciplined. This may include a payless layoff for any injury to a tire which investigation shows was due to his neglect. The tires are periodically checked by tire manufacturer representatives, and by the experts of tire recapping companies. All of the tires on a vehicle are rotated clockwise every 5,000 miles; this automatically insures that each tire at such times is given a careful inspection.

Tire Recapping

As a result of this program, about two-thirds of the Walgreen Company tires can be profitably recapped. All tires give an average original run of about 60,000 miles; about 65,000 additional miles are secured on the first recap. About 10 to 12 per cent of all tires are also worth a second recap, and a few even a third. Several of such third recap tires, after more than 180,000 miles, are "still going strong."

Another example of tire conservation is the Chaddick System fleets, of which the American Transportation Co., Inc., Chicago, is the general holding company. About 250 units of equipment traverse about 3,000 miles of highway in 9 States. The tire conservation program, states president Harry F. Chaddick, who is also president of the Central Motor Freight Assn., is enabling the company to get from its heavy-duty tires

(Continued on page 59)

National Food Distributors Discuss Road Transport and Priorities

AN outstanding job of building institutional good will was performed by the Association of Refrigerated Warehouses at the Aug. 20-23 convention of the National Food Distributors Assn. in Chicago, where the organization sponsored an exhibit portraying the important role cold storage plays in the marketing and distribution of perishable foods.

Pictured in the display's background were brilliantly colored and lighted dioramas suggesting, on one side rural food producing areas and on the other metropolitan consuming centers. Between these sections and tying them together, a group of photographic transparencies showed a view of one mammoth cold storage plant together with interior views of various other plants. Through a phonographic record with loud speaker attachments, visitors were told of the cleanliness and care taken in handling foods during the refrigerating operations. The growing use of cold storage plants for holding reserve stocks of quick frozen foods at convenient central points for distribution to retailers was also stressed.

Assisting in the presentation were Misses Helen Hayes and Ruth Huseman of the association's Chicago office, who acted as hostesses in the enforced absence of secretary W. M. O'Keefe.

Notable among other exhibits at the convention was that of Zimmerman Portable Container Corp., Chicago. Warren Trigg, company representative, emphasized in his presentation the part played by Zimmerman I. c. l. containers in the rapidly expanding frosted foods industry. Incidentally, Mr. Trigg revealed that the Illinois Central R. R. has recently added 25 new containers to their equipment to handle increasing business on the lines.

Special Food Trucks

Speaking at the convention's opening session, Robert W. Ford, executive of Ford Motor Co., Dearborn, Mich., suggested that food distributors should "get their minds together" on the problem of developing a motor truck designed expressly for food distribution. So far as he is aware, Mr. Ford said, no motor manufacturer is building anything exactly fitted to the peculiar requirements of food distributors. Ford Motor Co., he indicated, is interested in providing a truck "worth the dough you can afford to pay for it." As yet, however, he said, no clear idea seems to exist of what is specifically needed.

"If some way could be figured out for standardizing on a body and chassis, we can perhaps get something to fit your needs," he said. "Meanwhile, if food distributors could get their minds together, you could do much to make your wants felt."

"No one knows definitely what is going to happen tomorrow," Ford said, in discussing the current economic situation. "But my company has learned a great deal regarding motor truck operating costs and we are very willing to cooperate with distributors on their cost problems. It is possible that at this time we can work out problems of economy which will be of help after the emergency."

Speaking on "Priorities and How They Affect Us," L. J. Schumaker, president of the American Bakers Assn., said there is still a big stock of supplies on hand for repair and maintenance of motor equipment, so that the pinch caused by metal shortages and rearmament demands will not be felt in this direction for some time. Coming fresh from Washington Conferences affecting his organization, Schumaker said repair and maintenance

materials have been given priority rating but would not be available unless not needed for Army or Navy. Motor truck operators would then have to be content with taking what may be left over. This situation, in his opinion, may last "from one to 5 yrs."

Thomas Graham, head of Campion-Graham Tire Co., Chicago, asserted that the average truck operator has little comprehension of the disastrous effects resulting from generation of heat in tires. When tires blow out, he said, in a talk on "How to Buy and Service Tires," a fair examination of causes might reveal that the trucker, rather than the tire maker was at fault.

"You fellows who are using 32 by 6 in. tires when you should be using 34 by 7's; you fellows who carry 10 tons on tires designed and built to carry 5 tons; you fellows who carry 50 lbs. of air when you should carry 70 lbs.; *you are building up heat in that tire*," said Mr. Graham. "You are breaking down the organisms that keep that tire alive. You are aging that tire before its time. Some nice rainy day, when you are carrying only half a load, on a nice smooth highway, 14 miles from the nearest service station, that tire which looks so new, will look you in the eye and say 'Listen, buddy. I have had enough.' And promptly it will blow out in your face. Then there will be wailing and gnashing of teeth and by all the rubber in Singapore you will never buy another tire from that manufacturer as long as you live. . . . Now listen, fellows. The next time this happens to you, take the trouble to look back and you will probably find that somewhere along the line you are just a little to blame."

He told of the recent development of a heat-treated cotton trucktire cord in which the natural wax in the cotton fiber is softened, so that when it cools, each staple has tied itself to the next staple, thus eliminating friction between the individual staples under stress. Use of tires employing this new heat-treated cord, he claimed, would largely eliminate losses due to friction-generated heat in less modern types of tires. Not all heat-treated tires will perform the trick, he warned and advised his hearers to "obtain tires built of the highest grade cord and processed by tire manufacturers who have the equipment and the desire to give you the best tire money can buy."

Lt. Col. R. A. Isker of the Chicago Quartermaster's Depot, described the army's method of procuring and distributing food, which he said has been changed considerably. (Concluded on page 64)



Display booth of the Association of Refrigerated Warehouses at the Frosted Food section of the N.F.D.A. convention in Chicago. The display, among other features, contained a recording device which announced the story of the warehouse business as it exists today. The same exhibit will be shown at the Canner's Convention in Chicago, Jan. 23-30.



Moffett Studio

Harry F. Chaddick

"WAR," as President Ted V. Rogers of the American Trucking Associations, Inc., has pointed out, "served as the springboard that started the motor truck on its way to the important spot it now commands in our transportation system." Today it is again war, or rather preparation for national defense, that is spurring the motor truck industry to greater efforts, not only as a vital link in the Nation's defense program, but also in meeting the ever-increasing demand for more and better facilities for handling the mounting volume of merchandise continually flowing back and forth between great industrial districts, commercial centers, cities, towns, villages, farms, and into rural hamlets remote from the beaten track, and never touched by railroad or other means of transportation.

There has been a lapse of nearly a quarter of a century since the closing of hostilities of the last World War, but those years spell more than 2 decades of steady expansion of motor freight, until today some 48,000 American communities, not served by railroads, are dependent upon motor freight carriers for their daily necessities. Twenty years ago there were only some 300,000 motor trucks in the entire Nation. Recent figures show that there are over 4,320,000 registered trucks in the United States providing convenient and economical highway transportation. During these years of transition and progress, motor freight has undergone revolutionary changes. The haphazard, fly-by-night, catch-as-catch-can, single truck operator has

The Motor Truck

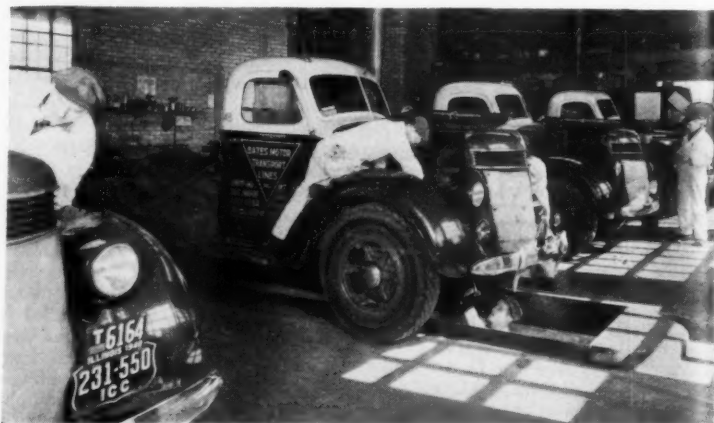
War Serves as Springboard to Spur the Motor Truck Industry to Greater Effort in Meeting Defense and Civilian Needs

By HARRY F. CHADDICK.

President, American Transportation Co., Chicago,
President, Central Motor Freight Association.

been virtually eliminated from the road. In his place roll the newest designs in modern truck and trailer units, fully equipped with every possible safety device and manned by skilled and careful drivers un-

der the direct supervision of capable executives who have in their charge the operation of dozens—yes hundreds—of units that are rolling along the highways of the country day after day; night after



Above—The motor truck "round house," servicing tractor units for the night runs. Below—Modern handling equipment used for loading and unloading cargoes at motor freight terminals.



Indispensable to National Defense

...and the Distribution of Commodities of Commerce

night; each doing its part toward helping to solve the transportation problems of a Nation.

Handling operations too have been improved. The trucks now back up to modern concrete loading docks at the terminals, where the newest equipment for the handling of cargoes is installed. Lift trucks, both gas and electric, pick up shipments to speedily and safely convey them to the properly designated trucks. In those terminals, handling various types of steel

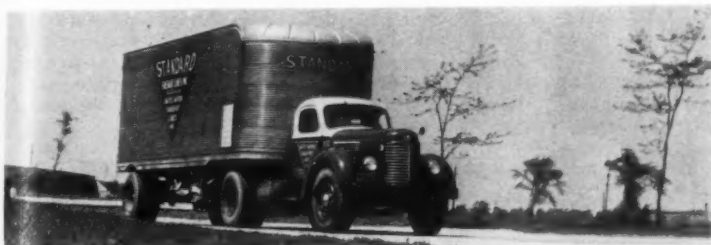
products, crane hoists are found, while in other instances portable gravity roller conveyors are used for loading and unloading shipments in boxes, crates and cartons. Such products as are best handled on skids are loaded onto trucks and trailers (skids and all), greatly simplifying unloading operations at the receiver's end.

Day and night, the line of trucks and trailers moves along the highways crossing and criss-crossing the country. Day and night, they go

through wind and rain; hail and snow; the blistering heat of a desert noonday or a cool, moonlight night under the North star. Night and day, that caravan rolls along laden with the manufactured products of industry; merchandise for tomorrow's retail display; furniture for home and office; food for the multitudes; and clothes for every member of the family. The regular every-day shipment of freight by motor truck is becoming ever more spectacular. Steel girders are being swung into place at Cincinnati, Cleveland, and other mid-western points—not even completed 48 hrs. before in some mill in the Pittsburgh district. A Boston department store orders cocktail glasses from a New York firm, and they stand sparklingly arrayed on the counters when the store opens the next morning. Fruit squeezed for the breakfast glass of orange juice was sunning on trees in Florida groves but a few days before. A pulley replacement was urgently needed at an industrial plant in Orlando, Fla.; a phone call was put through to the manufacturers in Atlanta at 3 p.m. and at 7 o'clock that night a new pulley left aboard a night truck for the long haul of 415 miles. Brief stops were made at 3 or 4 points along the route, with arrival at Orlando at 1:30 p.m. the next day.

The user of motor freight has come to realize many advantages that did not accrue to him when depending on other forms of transportation. Truck freight takes less packing and crating. A load of suits may travel across the continent on coat hangers without even losing their press. There is but one loading and unloading in door-to-door shipments, meaning less handling, less chance of loss; and truck cargoes are never side-tracked. A dealer in beverage cases in a mid-western territory had been receiving his stock by rail from Texas. In turning to a trucking company, although the shipping charges remained the same, the dealer received his supplies in 4 days right at his stockroom door instead of 8 days at the rail freight station several blocks down the

(Concluded on page 67)



Above—Along one of America's paved highways. Below—A modern stainless steel ribbed trailer docked at an up-to-date motor truck terminal.



Below—Tank truck train for transportation of petroleum products.



Motor TRANSPORTATION

New O.P.M. Program on Truck Output Has Few Changes

A NEW program designed to facilitate production of heavy motor trucks, medium trucks and truck trailers vitally needed for the transportation of heavy industrial and armament materials was issued Sept. 12 by the Priorities Division of OPM.

The plan also facilitates production of certain passenger carriers and necessary replacement parts.

The new program amends and simplifies administration of the motor truck order originally announced on Aug. 30. The new order does not make any major changes in the plan as originally announced but does change the methods set up to enforce and administer the order.

Two separate orders are involved in the new program. One of these is Limitation Order L-1-a. This order includes specific instructions as to the number and kind of trucks and allied products which can be made during the period Sept. 1-Nov. 30. The other order is Limited Preference Rating Order P-54. This order extends a rating of A-3 which can be used to get the material going into the truck production to the extent provided.

The assistance being extended to truck manufacturers is based on indications that 1,189,000 trucks, approximately 200,000 more than the output of the model year ending July 31, will be required during the new model year that began Aug. 1.

Major provisions of the 2 orders, which now comprise a coordinated program for motor trucks, are as follows:

Limitation Order L-1-a. This order does not restrict in any way production of heavy motor trucks which are carrying most of the defense truck transportation load.

During the period Sept. 1-Nov. 30, a producer may not manufacture more than one-half the number of medium motor trucks, truck trailers and passenger carriers produced during the first half of the year, except that all trucks ordered for specific defense purposes, as defined in the order, may be produced without limitation. This means, in effect, that the producers of these trucks and carriers may produce all trucks needed for defense during the 3-mo. period and may continue producing civilian trucks at the going rate during the first half year.

Replacement parts for trucks and carriers are limited as follows: a producer shall not manufacture for re-

placement purposes more than 60 per cent of the number of parts sold for replacement during the first half of the year. This, in effect, permits increased production of replacement parts during the 3-mo. period, it was claimed.

Limited Preference Rating Order P-54. This is a typical blanket rating order. It extends a rating which can be used to obtain material going into heavy motor trucks (3 tons or more), medium motor trucks (1½ tons or more), truck trailers (5 tons or more), passenger carriers (motor or electric coaches with not less than 15 seats) and replacement parts as specifically listed in the order.

The rating extended—A-3—permits producers and their suppliers to obtain necessary materials and parts up to the maximum limitation as set in the Limitation Order. The rating, of course, cannot be used to obtain materials greater than required for the stipulated production, taking into consideration the producers' inventories of such materials.

Producers and suppliers will not have to make application for the use of the rating. The order provides that producers and suppliers can extend the rating by signing a special certification on the original and all copies of the purchase orders they place for the materials involved. Reports will be required on the use of the order, however.

December Reduction

On Sept. 15, the O.P.M. in its drive to conserve materials for national defense, ordered a reduction in the December production of passenger automobiles of 48.4 per cent below December, 1940. Only 204,848 automobiles will be allowed to be built in that month, compared with 396,823 a year ago. Through another order, on the same date, the production of light trucks of less than 1½-ton capacity to be used for non-military purposes was cut 9 per cent for the 4-mo. period of Aug.-Nov., a move that will mean a production of 87,000 light trucks for civilian use, compared with 96,000 one year ago. Should the rate continue for the full model year, production for civilian consumption would be 261,000 light trucks, compared with 370,000 last year, or a drop of 30 per cent.

The facilities for the most part that are released through the curtailment of light truck production are to be switched over to the manufacture of light military vehicles. As a result, the total manufacture of all



One of Gerstenslager's body creations, mounted on a Ford C.O.E. chassis. The body is 18 ft. in length, 86½ in. wide and 87 in. high.



The Allied Van Lines equipment above consists of a 196-in. White W.A.-14 chassis, mounted with a Gerstenslager body, 17½ ft. long and 91¼ in. high.

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trucks of both civilian and non-civilian use will substantially exceed last year's mark.

The A-3 rating means virtual assurance by the Government that manufacturers will be able to fill all defense orders and still continue to produce medium trucks and trailers at current levels, while increasing the production rate of vehicles in the big tonnage category.

The Priorities Division pointed out that the heavy and medium trucks are "the ones now doing the largest share of defense hauling" and that the plan was designed to make sure that, "as the defense effort goes forward, there are ample facilities for the rapid transportation of heavy industrial and armament materials required by the armed forces and by defense industries." The Division estimated that approximately 25 per cent of the 4,500,000 motor trucks now in service are engaged in hauling defense goods and added:

"With defense production moving into high gear, with new demands being made on railroad capacity, the demand for truck transportation is growing larger every day and more truck capacity is being diverted to defense uses."

In the first half of 1941, the Division estimated, nearly 22 per cent of all production in motor truck plants was for military purposes and an additional 14 per cent was for civilian projects specifically connected with defense.

As regards the question of repair parts for trucks, a new plan for government priority assistance in procurement of materials needed was recently announced by Donald M. Nelson, Director of Priorities, O.P.M. The new plan replaces the maintenance and repair order issued Aug. 8 but never formally promulgated because of administrative difficulties. Effective immediately, the plan still is a temporary one. "The present order," according to O.P.M. "is designed primarily to

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protect industry against sudden breakdowns and is regarded as an interim measure. The entire inventory problem is to be studied further with a view to providing broader priority assistance.

"It is felt, however, that the present plan will keep the essential industries covered running on the normal basis and will prevent serious interruption to defense production by giving producers a simple method for obtaining vital parts."

Transportation and other industries, under the revised scheme, may apply a preference rating of A-10 to deliveries of needed repair parts by certifying that the material being ordered is for repair work under terms of the order. Repairs were defined as those needed because of an actual or imminent breakdown. —Manning.

What T.M.s Want from Road Transport Salesmen

Industrial traffic men are not impressed by the cigars, pencils, scratch pads and other advertising novelties which motor freight traffic salesmen dispense. E. F. Stecher, general traffic manager of the Stewart-Warner Corp., Chicago, declared in an address at a recent conference on salesmanship conducted by the Central Motor Freight Assn., Inc., in Chicago. Mr. Stecher talked on the topic "A Traffic Manager's Reaction to Motor Freight Salesmanship."

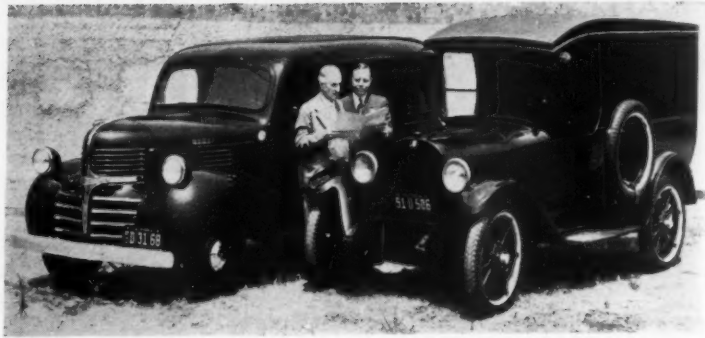
What counts with the traffic manager, he said, is the salesman's knowledge of rates and routing and his ability to show how his company's services will be of advantage to his prospective customer. The salesman, he suggested, should familiarize himself with the prospect's shipping requirements through personal examination of the concern's operations. The knowledge thus gained should then be correlated with the services his company can provide. Service, he said, should be the salesman's one watchword, since service is all that counts with the industrial traffic man. In the difficult days to come, Mr. Stecher also declared, highway freight operators should be prepared to protect their regular customers.

W. H. Connelly of Stephens-Davis Co., sales promotion agency of Specter Motor Service, in talking on "Motor Freight Salesmanship," said that before a shipper will do business with any motor freight line, he must be sold on 5 points: (1) the need for motor freight transportation; (2) your motor service in preference to any other; (3) your company as a strong, reliable, ably-managed institution; (4) the low net cost of motor freight transportation; (5) the time (now) to enjoy the benefits of your service.

"When a prospect won't buy," he said, "one or more of these decisions is missing. Analyze him to determine which one has to be made. Then bear down on that until you have won him."

Chester G. Moore, chairman of the board of directors of Central Motor Freight Assn., talked on "A Bird's Eye View of Rate Making Through Tariff Publications," and Robert J. Bayer, assistant editor of *Traffic World*, discussed problems of public relations.

Included on the program was a dramatic skit demonstrating "The Wrong and Right Methods of Salesmanship." "Actors" included Ray Mains, sales manager, Fruehauf Trailer Co., R. O. Stoaks, traffic manager, American Transporta-



Nineteen years of progress in truck building are represented in the above view of a 1922 Dodge truck and a new Dodge Job-Rated model. Dr. N. C. Heron (left) Los Angeles eucalyptus oil producer, drove the old 1922 model continuously for 19 years, and recently traded it in for the new job shown. The man on the right is G. S. Pelton, Dodge distributor, who made the trade and reviews the 176,000-mile record made by the old truck.

tion Co., and W. P. Whalen, sales manager, Motor Cargoes, Inc.

Harry F. Chaddick, president of American Transportation Co., and recently elected president of C. M. F. A., Inc., declared that motor transportation was an outgrowth of the last war and that already new forms of transportation are developing which the industry must be prepared to meet. As important current problems he suggested need for study of balanced movement and restrictive legislation. And he added, "I do not believe we are using the maximum amount of efficiency in our power units."

The conference was the first of a series planned to bring industry leaders together in an effort to create better understanding of mutual problems and develop a constructive program for coping with them. Others are to follow on taxation, business development and other topics. Through these several conferences, Mr. Chaddick said, the association hopes to provide carriers with information never before available.

Barney Cushman, president of Cushman Motor Delivery Co., and former president of the association, was general chairman of the meeting, assisted by J. L. Hizer, of Liberty Highway Co., and chairman of the organization's business development section. G. C. Cassell, of Shippers Dispatch, Inc., was chairman of the program committee.—Slawson.

Trucking Pool Formed in California

In a move to meet the double problem of truck shortages and increased demand for trucking service, the Truck Owners' Assn. of California has formed a trucking pool. So far, the plans call for taking in members only of the

Northern California body. Known as the National Motor Transport Assn., Inc., the pool is administered by a committee including A. T. Smith, San Jose, and J. A. Clark, Jr., of J. A. Clark Draying and Warehousing Co., San Francisco. The pool, which was in the formative stages as this was written, is the first action of the Northern California trucking industry, under the direction of Roy B. Thompson, following a thorough survey of available equipment in that area, started in July.

The survey set out to discover exactly what equipment, including trucks, trailers and semi-trailers with tractors, the members had for lease with or without drivers, and also for Army or Navy defense activities. The survey also sought to determine in what months the equipment would be available, the type of body, payload capacities, and the territory in which equipment might be operated.

The results of the survey are not yet in tabulated form, but the group has a sufficiently good idea of the situation to know that a pool of equipment is indicated. Plans for better loading and rationalization of truck movements are also being studied. Where some trucks now travel part way light, it is hoped to devise means of making these carry full loads at all times.

According to present plans, dispatching will be from a central office. If the Army, for example, desires 15 trucks, these will not be requisitioned from one operator but from the pool. Shippers needing gasoline trucks, equipment to move live stock, or airplane parts, instead of having to shop around among individual operators, will be encouraged to go to the pool's central dispatching office.

The diversion of ships to war use will force wider use of trucks, both

coastally and transcontinentally, at any rate until railroad facilities can be relied on more to take up the slack. Transportation circles on the West Coast state that the railroads are hauling about 17 per cent more freight now than in 1940, and as a result, there is a fear there may be a shortage of service with a pressing need to determine to what extent the trucking industry can go to meet the needs.

West Coast estimates indicate a 25 per cent increase in tonnage hauled by motor trucks over last year. Greater tonnage could be hauled, were highway barriers modified.

There is little idle truck equipment in California, due to seasonal movement of agricultural crops. Fresh fruits and vegetables are moving to canneries in large volume. In industry, cement and steel are being moved increasingly over the road; general freight is heavy. When the October fruit season is over, there will be plenty of trucks to take care of extra demands.

Apart from peak demands, as at the present harvest season, trucking leaders feel that the problem is rather one of allocation and routing of equipment than of actual shortage. It is true that many trucks are laid up because owners cannot get certain parts. This problem has not yet been systematically tackled. It is interesting to observe, however, in this connection, that one reconditioning firm in Los Angeles reports "the demand for reconditioning to be the greatest in the 28 yrs. of the firm's history."

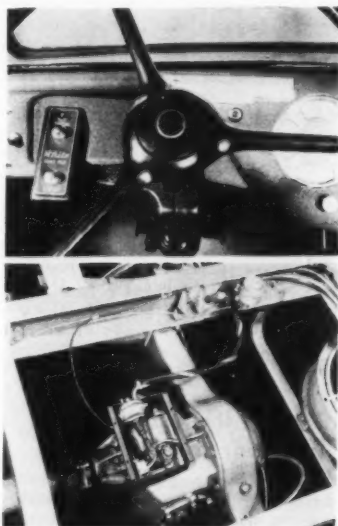
Making full use of available equipment in good condition is the first step being undertaken by California operators, and this is where the pool is expected to justify itself, both to the benefit of truck owners and shippers.

The current situation that has increased business for many operators, to some extent has left others high and dry. For example, the number of boats that have been withdrawn from intercoastal and foreign trade has cut down the amount of tonnage that is moving to the various ports such as Stockton, Oakland and San Francisco. This lost boat tonnage has gone to the rails and so in certain districts a surplus of truck equipment has been created with a shortage in others.

In order to protect the association and its members, Mr. Thompson is asking that any member in need of equipment obtain this equipment from another member, or that if they do have to obtain it from a non-member, they require such operator to become an association member.—Gidlow.

Transco System Simplifies Coast-to-Coast Hauls

Major motor transportation companies operating between Chicago and Pacific Coast cities have formed the Transco System, Inc., a non-profit sharing organization with headquarters in Denver, Colo., in order to improve the movement of freight over their lines between key cities. The plan is claimed to



New White power pilot which eliminates a 2-speed manual shift lever. This simple but ingenious device, actuated by a combination of electric and vacuum power, gives the advantages of a 2-speed axle but does away with the manual shift. At left, in top view is shown the control box; in lower view is shown shifting mechanism on rear axle.

be an innovation for expediting freight shipment handling and will eventually expand to the Eastern Seaboard.

The temporary manager of this newly organized system is F. R. Nogg who regularly serves as general sales manager of Watson Bros. Transportation Co., Omaha,

Neb. Mr. Nogg resigned recently as general freight agent of that company with headquarters in Chicago to join the home office at Omaha. He has been associated with Watson Bros. for more than a decade in which time he has had many promotions by that company.

The shipping public, it was explained, has experienced constant difficulty in proper routing of freight because of the number of carriers involved, especially in the proper tracing of shipments after origination. The plan, as outlined, was devised in order to offset these difficulties by welding together carriers in this shipping expanse covering the territory from Chicago over the Rocky Mountains to the great distributing and manufacturing centers of the Pacific Coast with the intermediate key points of Omaha, Kansas City, Des Moines, Denver, Salt Lake City and others.

Schedules will be properly dovetailed to insure a faster, more expeditious service for the shipping public. A shipper may route a shipment via Transco System and know at all times exactly what carrier has the freight and when it actually will be delivered, explained Mr. Nogg.

In addition to Watson Bros. Transportation Co., the originating carriers forming Transco System are as follows: Interstate Motor Lines, with home office at Salt Lake City, Utah; Cotant Truck Lines, Pocatello, Idaho; Garrett Freight Lines, Pocatello, Idaho; and M. K. & C. Truck Lines, Kansas City, Mo.

At present a through service is available from and to Chicago from all West Coast points. In the near future this system will be spread to the Eastern Seaboard, and all major points in Central Freight Assn. territory.

The board of directors of Transco System, Inc., has been chosen as follows: Elton Cooley,



A double duty tank truck owned by the Milbrew Products Co., Milwaukee. It carries liquid on the trip out of the plant and then brings back feed in bags. Larger manholes in the tank that fit tightly were the solution to the problem of carrying such mixed loads.

chairman; F. V. Watson, B. D. Blaney, Clarence Garrett and J. C. Cotant, with Mr. Nogg acting as temporary manager.

With the formation of this system, it is stated, Chicago, Omaha, Kansas City, Des Moines, Sioux City, Ia.; St. Louis, St. Joseph, Mo.; Moline, Ill.; Rock Island, Ill.; Davenport, Ia.; Denver, Salt Lake City, Pocatello, Portland, Oreg.; Oakland, Cal.; San Francisco, Ogden, Utah; Butte, Mont.; Laramie, Wyo.; Boise, Idaho, and Los Angeles will be favored with more reliable and faster transcontinental service.

Trailers Save Gasoline

An outstanding example of how truck-trailers are contributing to national defense by conserving gasoline is offered by the experience of the F. J. Kress Box Co., Pittsburgh. Not only is this manufacturer using up to 20 per cent less gasoline per unit since switching from trucks to truck-trailers, but the hauling output has been increased by 20 per cent, meaning a still further conservation of engine fuel. This is accomplished because the 12-ton capacity trailers are pulled with economical 2½-ton rated trucks.

The Kress company operation is a difficult test for trailers, as the fleet works on a 24-hr. schedule and virtually all of the hauling is in the mountains of Western Pennsylvania, Eastern Ohio and West Virginia. The big glass jar manufacturers in that area and the H. J. Heinz Co., of Pittsburgh, are the largest users of Kress boxes.

The Kress company's use of trailers began less than a year ago, when it purchased 2 Fruehaufs. Their performance was so satisfactory that the order was duplicated within 3 mos.

Commenting on the saving in gasoline, W. J. Hensler, who handles the complete traffic operations for the press company, said, "When you consider that the many



Less fuel is used with semi-trailers than with trucks, according to the F. J. Kress Box Co., Pittsburgh, which reports a saving of 20 per cent, even though 20 per cent more tonnage per unit is hauled.

thousands of trailer users throughout the country are hauling more tons with less gasoline, just as we are, you appreciate what a blessing trailers are to the national defense effort in that one respect alone—not to mention the many other contributions they are making."

W.P.A. Tabulation of Trucks Inventory

Beginning Sept. 25, WPA workers in Philadelphia will classify and tabulate a national inventory of all trucks, freight trailers, and buses in the United States.

The work will aid over-all plans of transportation for defense and has been certified by the War Department as essential. It will also provide information on the number of trucks needed in the future and give assistance in planning deliveries of military and civil supplies on both long and short hauls.

Federal Works Administrator John M. Carmody said:

"It will establish detailed central and regional records of vehicles for possible use in emergency."

Classification cards are being mailed to owners from registration records in the 48 States. Vehicle

owners are asked, among other things, if they would be willing to sell or lease their machines to the government in an emergency.

The tabulation is being made under the sponsorship of the Bureau of Public Roads. In addition to the classification work in Philadelphia, WPA workers in 42 States will help send out questionnaires. Filled-in questionnaires will be sent to Philadelphia for inventory.—Manning.

Burma Road Safe

According to Daniel Arnstein, head of the Terminal System taxicab fleet and an authority on truck transportation, Harold Davis of the Consolidated Motor Line, Hartford, Conn., and Marco Hellman of Lehman Brothers, New York City, all of whom have just returned from a trouble-shooting survey for the U. S. Government and Generalissimo Chiang Kai-shek, the Burma Road remains and will remain as the important motor truck artery for China.

Every foot of the 700-mile route was inspected. Traffic was found to be moving under the most hazardous operational methods. American standards were established and within 2 weeks the volume of traffic was doubled. It was also reported by the home-coming experts that no amount of Japanese bombing will ever stop transportation over the road.

A modern dispatching system has been installed together with modern maintenance, patrols, communications, etc.

The Chinese were shown how to load trucks properly and how to eliminate the ridiculous tax system which was responsible for delaying trucks for as long as 10 days while the tax questions were being settled.

Mr. Arnstein reported that about 1,500 trucks were operating there, but that 5,000 new ones were beginning to arrive under the Lease-Lend Act. Soon these will be carrying 4-ton payloads and will



This new equipment, added by the Compton Transfer & Storage Co., Boise, Idaho, has a capacity of 1,475 cu. ft. The Fruehauf chassis has a 26-ft. frame; it is pulled by Ford tractor of C.O.E. type.



Stokely-Van Camp, Indianapolis, uses a large fleet of Fruehauf trailers in transporting raw materials and canned products to and from its 43 plants throughout the country. Motorized equipment used in such work has made possible lower food costs and fresher goods.

be able to make the trip in 6 days, instead of 30. Mr. Arnstein also stated that 35 mechanics were on their way to China from the United States to teach Chinese mechanics how to care for the trucks.

Highway Show at Philadelphia

The 8th annual national highway transportation show this year will be held Dec. 6-12 at Philadelphia, according to announcement of the National Motor Truck Show, Inc. The show will display trucks, trailers, tanks, tractors, road building equipment, mobile kitchens, Diesel and gas engines, 3rd axles, accessories, etc.

Household Goods Bureau's New Mileage Guide

The Household Goods Carriers' Bureau announces its new Mileage Guide No. 4, a complete revision of arrangement and information on mileage and maps. Points between which mileages are shown have been increased from 297 to 500.

The guide includes new State maps of greater clarity and detail, new vicinity maps of 19 cities and a large map of the United States. A complete network of standard mileages throughout the United States and Canada is given.

Budd Outlines 5 Ways to Speed Up Trucks

Ralph Budd, transportation commissioner for the Office of Emergency Management, in a speech before the National Assn. of Railroad and Utilities Commissioners at St. Paul, the latter part of August, stated that every transport agency should scrutinize its operations carefully to determine if it is functioning with the maximum of efficiency. The vitally important thing in the defense program is to move the materials. "Do that first," he stated, "and determine the rights of the several parties afterwards."

In outlining a 5-point program to help in obtaining a full utilization

of motor truck transportation facilities, Mr. Budd stated:

1—Place vehicles promptly for loading and remove them promptly when unloaded.

2—Make every effort to order units which will allow the maximum carrying capacity of vehicles.

3—Load vehicles to maximum loading capacity.

4—Avoid as much as possible tying up units with long waiting periods.

5—Facilitate plant loading and unloading of trucks and truck units.

Mr. Budd stated that beginning with Oct. 1, there would be approximately 1,680,000 freight cars in service and about 5,000,000 trucks.

"If our industries as a whole may be considered as a vast factory," he concluded, "the various transportation agencies constitute the conveyors and it is as necessary to maintain them as it is to keep the conveyors in good condition in the factory lines.

"The great precision of our mass production methods enables this national production line to extend

from one end of the country to the other. . . . To risk a breakdown by depriving them of the necessary tools to do the job would be as shortsighted as to neglect a racing car, or the shoeing of a horse about to go on the track."

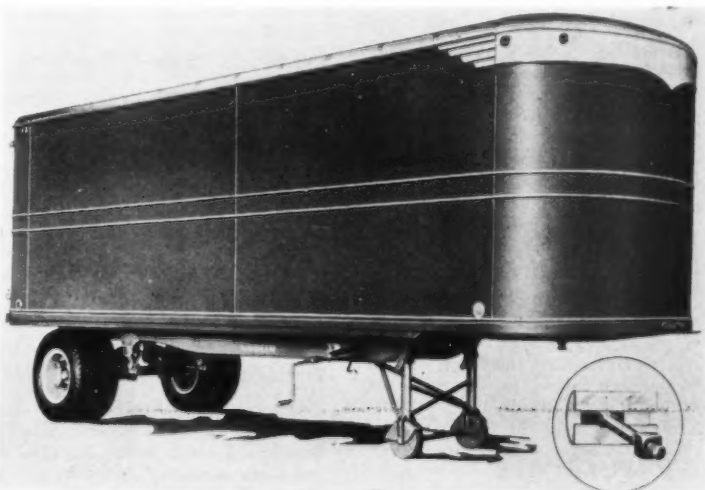
Washington, D. C., Truck Terminal Unique

The ½ million dollar District Trucking Terminal at Washington, D. C., is rapidly becoming headquarters for a large number of truckers whose vehicles come from distant points. Less than 4 mos. old, the unique, combination garage-hotel is reputed to be the only establishment of its kind, its facilities including everything from metered gasoline pumps and parking space to complete hotel accommodation for working crews.

Located at 1535 New York Avenue, N. E. on U. S. Route 1, the terminal occupies several thousand square feet of ground adjoining the Eckington railroad yards. Warehouse facilities and rail siding are included.

For 50 cents, a truckman can obtain a night's lodging in modern, air-conditioned sleeping quarters. The charge includes an individual locker, soap, towels, sleeping garments, etc., and the use of the terminal's lounge, playroom and other facilities. Included, all under one roof, are restaurant, barber shop, and telegraph office.

Tire recapping, oil and greasing racks, battery shop, public scale with a 42-ft. platform and 52,000-lb. capacity, and warehouse facilities for trans-shipment of freight for local delivery, are other service features.



A new trailer van body made of Plymetl, made by the Kingham Trailer Co., Louisville, Ky. Light weight and large capacity are features of this new creation, mounted on the new Kingham Universal R-30 chassis.

Free bus service is given drivers and crews from the terminal to downtown Washington.

The terminal is owned and operated by Ott's Service Stations, Inc., distributors of Esso petroleum products, and represents the realization of a long-standing ambition of A. G. Dezendorf, president.

White Truck Prepares for Greater Servicing

The White Motor Co. has inaugurated an intensive survey of its service facilities and has been building up its service stations with new machinery and equipment and highly trained men. The company realizes that new trucks, due to defense demands, will be less available, and will thus make it necessary for operators to keep up the old trucks. Secondly, it realizes that the increased transportation needs of defense coupled with greater general activity will make it necessary for existing trucks to carry greater loads for longer periods of time.

An outstanding example of White service facilities is found at the Philadelphia branch, where 90,000 sq.ft. of floorspace has been laid out and equipped for maximum efficiency. The parts and accessory store at this branch is typical of those in other White branches; here, customers may buy everything under one roof, a saver of time.

White has a program for preventive maintenance, a "stitch-in-time" operation that prevents major repairs becoming necessary as a result of neglecting minor adjustments, etc.

Piston Rings Will Be Available

According to the Wilkening Mfg. Co., Philadelphia, maker of Pedrick piston rings, it is increasing production facilities to take care of truck replacement needs on its product, not only for defense but for civilian consumption.

Truck Parts Play An Important Role

S. E. Heydenfeldt, service manager of Reo Motors, Inc., Lansing, Mich., in commenting on truck servicing, states that the large volume of tonnage carried on the railroads will automatically create a proportionate increase in truck volume and a consequent need for servicing, regardless of age. The heavy trucking schedules will bring about many abuses to equipment, necessitating more frequent repairs. An ever-increasing volume of truck

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replacement parts is the one answer to this servicing problem. Were this volume to fall below actual needs, a very serious domestic transportation congestion might occur to hamper greatly the national preparedness program.

Mechanical Refrigeration Expansion

No change in production plans is contemplated by the Williams Oil-O-Matic Heating Corp., whose Ice-O-Matic Div., Bloomington, Ill., is supplying mechanical refrigeration units to truck operators. In 1942 the company plans to continue with the same type of equipment, making some minor improvements.

130 Macks Ordered by Railway Express

The Railway Express Agency has ordered 130 Mack trucks, supplementing purchases of 100 of the same make. Of the new units, 100 are Model EEU cab-over-engine design, 15 are Model EF tractors, and 15 are Model EF cab-over-engine tractors. Altogether, Railway Express operates 230 Macks.

Consolidated Freightways Terminal at Pendleton

Consolidated Freightways, expanding throughout the Pacific Northwest, will erect a \$15,000 one-story steel and concrete terminal at Pendleton, Ore. The new terminal will be adjacent to a railroad spur in the Southeast part of the city.—Littelljohn.

OPERATING EXECUTIVES WANTED

Nationwide mercantile organization offers several positions paying up to \$3500 and others to \$6000. Requires executive ability and actual managerial experience in the handling of men and supervising the movement, warehousing, receiving, packing and shipping of quantities of merchandise in large industrial or mercantile companies. Age 28 to 35. College education preferred. Apply only if qualified. Write fully regarding age, education, nationality, marital status, detailed work, history including exact salary on each job and number of employees supervised. Please attach small photo. You may list your present employer as replies will be held in strict confidence.

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100 East 42nd St., New York

POSITION WANTED

Executive type household goods and commercial warehouse operator with aggressive ethical estimating traffic and transportation experience desires position. Has had 20 years' diversified experience, 43 years of age, married, good appearance and will consider any locality. References from reputable warehousemen and transportation companies can be furnished.

Address Box Q-167, care DandW,
100 East 42nd St., New York

POSITION WANTED

Traffic man, warehouse superintendent over 20 years' experience, wishes position in household furniture moving and storage warehouse. Acquainted with all details and tariffs. Best references can be furnished.

Address Box P-956, care DandW,
100 East 42nd St., New York

POSITION WANTED

Warehouse superintendent seeks reputable concern to give capable service. Thorough knowledge from 20 yrs. experience in merchandise warehousing and terminal operation. Excellent record and recommendations.

Address Box R-278, care DandW,
100 East 42nd St., New York

POSITION WANTED

Because of Government taking over warehouse where employed for 9 years. Previous connections with warehouses as secretary, treasurer and office manager. Have thorough knowledge of warehousing, traffic, transit, solicitation work and sales letters. Splendid background in trucking operations. Will locate anywhere.

Helen E. Smith,
4386 West Pine Blvd. St. Louis, Missouri

POSITION WANTED

As warehouse manager. Have thorough accounting and traffic management education. Long experience in distribution and warehousing, especially drugs and toilet preparations, full charge invoicing, daily reports, inventory, routing shipments, credits and collections. 45 years old, Christian, born U. S.

Address Box J-401, care DandW,
100 East 42nd St., New York

July Trucking 2.3% Greater Than June

The volume of revenue freight transported by motor truck in July increased 2.3 per cent over June,



The new factory addition recently completed by the Raybestos Division, Bridgeport, Conn., a result of new business in brake linings needed for motor trucks, etc.

according to the American Trucking Associations, Inc. The July volume was 35.8 per cent greater than in July, 1940. Reports from 206 carriers in 39 States showed that July traffic was 1,455,307 tons, compared with 1,422,278 in June and 1,071,685 in July, 1940. About 76 per cent of all the tonnage transported in July, 1941, was general, the volume in this category increasing 3.7 per cent over June and 37.3 per cent over July, 1940.

Petroleum carried accounted for a little more than 10 per cent of the total tonnage, an increase of 9.1 per cent over June and an increase of 12.5 per cent over July, 1940.

New automobiles moved, as well as trucks, constituted about 4½ per cent of the total tonnage, a decline of 17.2 per cent, as compared with

June, and an increase of 76.5 per cent over July, 1940.

Iron and steel hauled was almost 4 per cent of the total tonnage, a decrease of 3.7 per cent under June, but an increase of 46.4 per cent over July, 1940.

Dixie Express Expands

Dixie Motor Express Co., Memphis, Tenn., has acquired properties and rights of the Daniels Truck Line, an Eastern Arkansas service, between Memphis and Wynne, Earle and Parkin, Ark. With this new service, Dixie has overnight runs to Helena, West Helena, Marianna, Forrest City, Wynne and all intermediate points. P. D. Clarkson is owner and operator of the line. He is vice-president of the Associated Transportation Club of Memphis.—Grissam.

Size & Weight Legislation Outstanding in 1941 Legislatures

SUBSTANTIAL progress toward uniformity of size and weight limits in harmony with the recommendations of organized highway officials was made during the 1941 legislative year when 19 States changed their laws.

Particularly noteworthy was the removal of highway bottlenecks in Texas and Tennessee. Former Texas 7,000-lb. load limit was abolished in favor of scientific standards using the formula of 700 (L plus 40) with maximum gross of 38,000 lbs. Tennessee gross weight limit was raised from 24,000 to 30,000 lbs.

Statutes providing new weight limits were also adopted in California, Florida, Georgia, Indiana, Iowa, Maryland, New Hampshire, North Dakota, Ohio, Oregon, Vermont and Washington. These laws generally use a maximum gross axle weight of 18,000 lbs. as a standard. The so-called "bridge formula" of $W \text{ equals } X (L \text{ plus } 40)$ is utilized in the new statutes in California, Georgia, Indiana, Maryland and Washington. New

Vermont law substitutes 600 lbs. per inch of tire width in lieu of a 16,000-lb. axle limit.

Revisions in maximum length limits were made in Arizona, Georgia, Indiana, Maryland, Massachusetts, North Dakota, Ohio & Wisconsin. Delaware increased the maximum height permitted to 12½ ft.

South Dakota law permits over-length and over-weight operations in order to furnish transportation facilities to communities where service has been abandoned by the railroads.

Increases in Illinois (H. 794, tractor semi-trailer lengths and H. 983, bus weights), Missouri (H. 116, bus weights), and Penna. (H. 690, gross and axle weights) were passed by the legislatures but were vetoed by the governors. Although the Illinois governor vetoed a specific increase in bus weights (H. 983), he approved another bill (H. 766) amending the bus registration law to permit the registration of buses from 24,000

to 30,000 lbs. when equipped with balloon tires and hydraulic shock absorbers for a fee of \$195, thus accomplishing the same result.

Digests of the most important 1941 size and weight enactments follow:

Arizona—Amends section 66-127, Code of 1939, to increase the maximum length of single units to 35 (formerly 33) ft., and to decrease the length of combinations from 85 ft. to 65 ft.
(S. B. 110; Chap. 73; App. 3/22/41; Eff. 6/15/41.)

Calif.—Amends sect. 704 of the Vehicle Code to increase the maximum axle load to 18,000 (formerly 17,000) lbs., and to reduce the maximum wheel load to 9,500 (formerly 10,000) lbs. Section 705 is reenacted to provide a gross weight formula of 800 (L plus 40) unless the distance between first and last axles is 18 ft. or less, in which case a formula of 700 (L plus 40) shall apply.

Provides an exception until Jan. 1, 1952, permitting vehicles regis-



Transportation, Inc., Atlanta, Ga., recently added 30 Fruehauf trailers of the stainless steel type shown above. In all, 50 Fruehauf trailers are operated. The company operates 250 pieces of motorized equipment and has an amassed daily mileage of 25,000. Its terminals are located in 37 Southern cities.

tered prior to Jan. 1, 1942, a maximum weight of 850 (L plus 40) but not to exceed 68,000 lb. where there is a distance not less than 25 ft. nor more than 45 ft. between first and last axle. Provides a similar exception of 800 (L plus 40) for vehicles where the distance between the first and last axle is between 14 and 18 ft.

Repeals section 702 providing fixed gross weight for 2-axle vehicles and section 703 providing gross weight for 3-axle vehicles.

(A. B. 1268; Chap. 392; App. 5/27/41; Eff. 1/1/42.)

Delaware—Amends section 117 (e), of Chapter 165 of the Revised Code, to delete the former carrying—capacity limit of 10,000 lbs. (which was not enforced). (H. B. 16; Chap. —; App. 3/19/41; Eff. 3/19/41.)

Delaware—Amends section 115 (b) of the Revised Code to increase the maximum height of vehicles from 12 ft., 2 in. to 12 ft. 6 in. (S. B. 183; Chap. —; App. 3/19/41; Eff. 3/19/41.)

Florida—Prescribes additional weight limits for privately operated vehicles. Imposes a 16,000-lb. axle weight. Increases to 24,000 lbs. (formerly 18,000 lbs.) gross weight of vehicles equipped with power brakes and having at least 6 pneumatic tires. Tractor semi-trailer combinations equipped with

power brakes shall not exceed 40,000 lbs. gross weight.

(H. B. 579 of 1939; Chap. 20210; Passed over governor's veto and filed in office of secretary of state 4/18/41; Eff. 4/18/41.)

Florida—Amends sections 11 and 22 of Chapter 14764, Acts of 1931, as amended, to extend the size and weight limits applicable to common carriers subject to Railroad Commission to contract carriers, permits for whom are issued by the Railroad Commission. Increases to 40,000 lbs. (formerly 34,000 lbs.) the maximum gross weight of a tractor semi-trailer combination when both vehicles are equipped with booster, vacuum or power brakes.

(S. B. 622; Chap. —; App. 6/14/41; Eff. 6/14/41.)

Georgia—Adopts the uniform standards recommended by the American Association of State Highway Officials, which are as follows: Width—96 in.; height—13 ft. 6 in.; single unit length—35 ft.; length of combinations—45 ft.; maximum gross weight as limited by the formula 700 (L plus 40) subject to wheel and axle loads (for axles equipped with high pressure pneumatic or solid rubber tires—16,000 lbs. and for low pressure pneumatic tires—18,000 lbs.). Provides for special over-weight and over-size permits.

Repeals Sections 68-401 (maximum sizes) 68-402 (gross weights) and 68-702 (maximum sizes and weights) of the Code of 1933. Provides that no railroad company shall be obligated to alter its tracks or other structures by reason of the limits set in the act or to accommodate any vehicle exceeding 12 ft. 6 in. in height.

(S. B. 66; Gov. No. 262; App. 3/27/41; Eff. 3/27/41.)

Indiana—Amends Section 2 of an Act, approved March 7, 1931 and approved March 12, 1937, to increase the maximum length of single units to 36 (formerly 33) ft. and to substitute a gross weight formula of 700 (L plus 40) in lieu of the former gross weight of 40,000 lbs. Increases the maximum wheel load to 9,000 (formerly 8,000) and maximum axle load to 18,000 (formerly 16,000) lbs. Provides that the total weight of any tandem axle group shall not exceed 24,000 lbs. plus 700 lbs. for each lineal foot between the first and last axles. Defines "tandem axle group" as any two or more axles spaced more than 40 in. from center to center having at least one common point of weight suspension.

(H. B. 221; Chap. 219; App. 3/12/41; Eff. 7/8/41.)

Iowa—Amends Section 5035.12 of the Code of 1939 to grant Iowa trucks a maximum axle load of 17,000 lbs. for pneumatic tired vehicles and 14,000 lbs. for solid tired vehicles; provided, that total maximum weight shall not exceed 14 tons plus 500 lbs. for each foot between the first and last axles. Provides that an axle may be divided into two or more parts but that all parts in the same vertical transverse plane shall be considered as one axle.

(H. B. 557; Chap. —; App. 5/9/41; Eff. 7/4/41.)

Maryland—Amends Section 196 of Article 56 of the Annotated Code to substitute a gross weight formula of 750 (L plus 40) in lieu of the present fixed maximum weights for various vehicles and combinations. The maximum allowable under the formula is also subject to a 600-lb. (formerly 700) per inch



A lineup of Reo equipment used by Keeshin in its extensive motor freight service in the Middle West.

of tire width limit and a maximum axle load of 22,400 lbs. (except that for coupled axles—limited to 2 to a vehicle—spaced less than 50 in. apart and for combinations other than tractors semi-trailers, the maximum load would be 18,000 lbs.).

Prescribes a maximum length of 55 ft. (at present there is no such limit). Restores the former limits for solid tired vehicles of 25,000 lbs. for 2-axle vehicles and 40,000 lbs. for 3-axle vehicles (both now permitted 42,000 lbs.). Forbids registration of solid tire vehicles in excess of rated carrying capacity of 5 tons if equipped with 4 wheels and 10 tons if having 6 wheels.

Extends the power of the state roads commission in limiting weights of bridges. Increases the minimum fine for violation of weight provisions to \$10 (formerly \$5).

(S. B. 421; Chap. 874; App. 5/29/41; Eff. 6/1/41.)

Massachusetts—Amends Section 19 of Chapter 90 of the General Laws to increase the maximum length of single unit vehicles to 33 ft. (formerly 28 ft) and of motor buses to 35 ft.

(H. B. 2411; Chap. —; App. 5/23/41; Eff. 8/21/41.)

New Hampshire—Amends Section 22 of Chapter 103, Public Laws, as amended, to increase the maximum gross weight of two-axle motor vehicles to 30,000 lbs. (formerly 28,000 lbs.).

(H. B. 208; Chap. —; App. 6/12/41; Eff. 6/12/41.)

North Dakota—Amends Section 1 of Chapter 285, Session Laws of 1935, to increase the maximum axle load to 18,000 lbs. (formerly 16,000 lbs.); provided, the axle load for axles spaced less than 8 ft. apart shall be 14,000 lbs. The weight per inch of tire width is reduced to 550 (formerly 600) lbs. Increases the gross weight of any combination of vehicles to 40,000 lbs. (formerly 35,000 lbs.). Requires applicants for registration to state size of tires used on each vehicle registered.

Decreases the maximum length of single units to 35 ft. Provides that not more than 2 units shall be used in a combination. Eliminates former restrictions on use of full trailers. Exempts from length provision vehicles of the defense forces of the U. S. or the National Guard of North Dakota.

(H. B. 165; Chap. —; App. 3/22/41; Eff. 7/1/41.)

Ohio — Amends Sections 7246, 7248-1 and 7248-2 of the General Code relating to maximum sizes and weights. Prescribes the following additional axle weights:



A recent addition to the big fleet of the Gateway City Transfer Co., operated in the Twin City area of Minnesota. This Ford truck is one of 87 in the company's service.

Number of Axles	Original Maximum, lbs.	Additional weight allowed for each foot between such axles, lbs.
2	16,000	1,300 (solids)
	18,000	1,500 (pneum.)
3 or more	24,000	600 (solids)
	30,000	750 (pneum.)

Permits vehicles in use on Jan. 1, 1942, to be operated for a period of not more than 6 yrs. under present axle and vehicle weight limits. Prescribes a maximum wheel load of 650 lbs. per inch width of tire. Requires solid tires to be not less than 1 in. thick when measured from the top of the flanges of the tire channel.

Passenger bus motor vehicles operated exclusively within municipalities are permitted a width of 104 inches and a length of 48 ft. The length of commercial tractor semi-trailer combinations is increased to 45 (now 40) ft. Exempts from the size limits the transportation of pipes or well-drilling equipment and limits the exemption of transportation of poles to cases where required for public utility or service facilities or properties.

Enacts Section 7250-1 providing penalties for violations. Repeals Sections 7248-3 (prescribing vehicle and combination length and weights), 7249 (operation of commercial cars with respect to speed and weight) and 13421-17 prescribing penalties for violation).

(H. B. 594; Chap. —; App. 5/14/41; Eff. 8/13/41.)

Oregon—Amends Section 115-387, O. C. L. A., to increase the maximum axle load to 18,000 (formerly 17,000) lbs.

(S. B. 319; Chap. —; App. 4/4/41; Eff. 6/13/41.)

South Dakota—Empowers the highway commission to permit the use of motor vehicles of greater length and weight than is authorized by law in picking up and delivering commodities only at communities where railroad service has been abandoned and at such railway

points as may be designated by the commission. Declares such operators common carriers and permits the commission to limit the speed of such motor vehicles and designate the highway over which the same may move.

(H. B. 275; Chap. —; App. 3/7/41; Eff. 3/7/41.)

Tennessee—Amends Chapter 105 of the Public Acts of 1939 to increase the gross weight limit to 30,000 (now 24,000) lbs., subject to 16,000-lb. axle load (no allowance for overweight).

(S. B. 483; Chap. 84; App. 2/15/41; Eff. 2/15/41.)

Texas — Increases the truck weight limit by establishing a new gross weight formula of 700 (L plus 40), subject to an overall maximum gross weight of 38,000 lbs. (formerly limited to 7,000 lbs. payload unless transporting to or from a receiving or loading point of a common carrier or from point of origin to destination less distant than the nearest receiving or loading point of a common carrier, in which event, 14,000 lbs. was permitted. Increases to 650 lbs. the weight per inch of tire width for low pressure pneumatic tires. Sets a maximum axle load of 16,000 lbs. for high pressure tires and 18,000 lbs. for low pressure tires.

(H. B. 19; Chap. —; App. 3/24/41; Eff. 3/24/41.)

Vermont—Amends Section 5132 of the Public Laws, as amended, to provide a gross weight of 600 lbs. per inch of tire width in lieu of the former 16,000-lb. axle limit for vehicles having a gross weight in excess of 20,000 lbs. Provides that the tire width shall be computed in accordance with the manufacturers' designated width and requires sufficient weight to be maintained on the front axle to make the motor vehicle safe in operation.

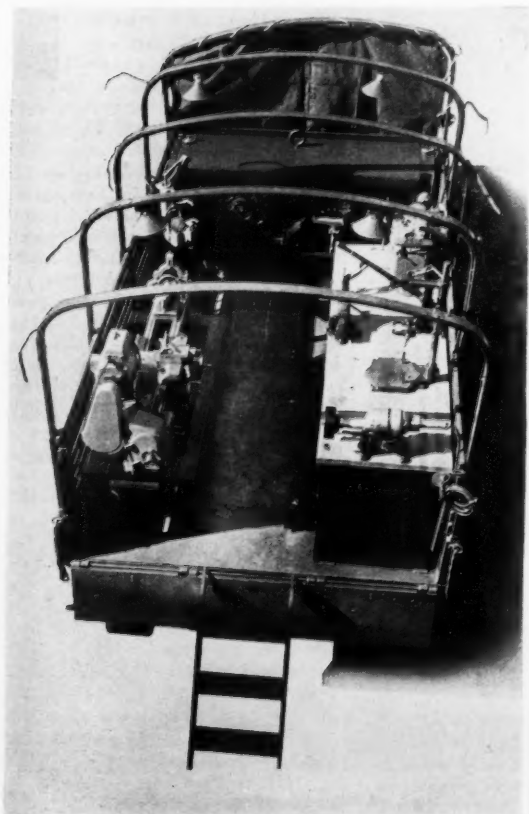
(H. B. 46; Chap. —; App. 3/21/41; Eff. 6/1/41.)



Your editor at the wheel of one of the Jeep reconnaissance trucks that are tested at Camp Holabird, Md.. Below—Latest design in mobile shops, equipped with even a power generator and arc welder, brake reliner and drill.



Soldiers Today . . TRUCK

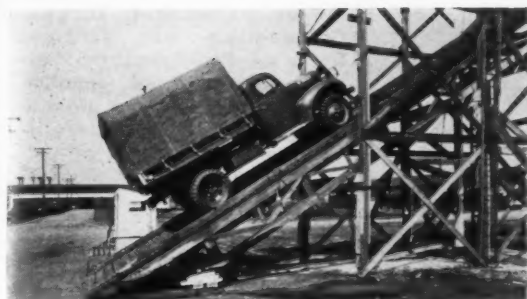


The Army's Effort to Turn Out Skilled Mechanics to Keep Its Trucks Moving Will Benefit Industry When These Men Become Available After the Emergency

THE biggest job of automotive service ever undertaken in this country is now under way by the United States Army, an undertaking that requires the services of 400,000 mechanics and driver-mechanics, a third of the initial defense force of 1,200,000 men. The size of this job of maintenance is approached only by the task of assembling the motor vehicle fleet that will be placed in charge of these 400,000 men, the training of the men to operate and

"With the greatest of ease," one of the tough little reconnaissance trucks leaves the ground as it is put through its paces.





All heavy Army trucks must be able to go up a 60 per cent grade, similar to the ramp shown above, with a full load, and make 45 m.p.h. speed on the level.



Just like in the old days, but Army trucks must test out to prove they can pull through, just in case similar conditions should be encountered.

CK SERVICE MEN Tomorrow

repair the vehicles, and the organizing of the Motor Transport Division.

To appreciate the full impact of this particular Government effort to build up defense needs, one has but to visit and witness what is being accomplished at the Holabird Quartermaster Depot at Baltimore, Md. Here, not only the training of mechanics and drivers is carried on, but the planning for and procuring of the vehicles. Also, the vehicles are given rigid breakdown tests under practically every condition that will be found in the field of war action. This depot also has the responsibility of testing and forwarding the motorized equipment to those countries coming under the lease-lend agreement.

Under the guiding hand of Colonel H. J. Lawes, commanding officer at Camp Holabird, probably the best automotive servicing school in the country has

been developed. The courses the men take combine practical instruction and actual work. Through lectures, the make-up and functions of each engine part are explained. Later, the students are required to take the engines apart and put them together again. One of the tests resembles a giant mechanical jig-saw puzzle. Parts are scattered about an assembly room and students are required to select the proper ones to be fitted into a designated engine.

By the end of the course, a student should be able to diagnose an ailing engine and correct the trouble. Especial emphasis is placed on problems arising from the rough treatment that Army transport service inflicts on engines and vehicles.

Included in the study are engine rebuilding, heavy unit rebuilding (gearsets and differentials), carbure-

(Continued on page 79)

At full speed over concrete blocks, this truck is being punished to discover weaknesses that must be corrected to insure the quality standards of the Army.



What irregular terrain can do to a truck and so the Army is vitally interested in clearances under such conditions.



"RIBBON"

Inter-American Highway from the United States to Panama. Connecting with Proposed Route of Pan-American Highway through South America. Will Establish Corridor of Trade and Peace.



Left—Tractor and carryall working on Cartago-San Marcos road in Costa Rica. Right—Bridge crossing Colombia-Venezuela international boundary. Below—Section of Tipitapa-Maderas road in Nicaragua.



WITH the completion, in the not distant future, of the Inter-American Highway from the United States to Panama, and its connection with the proposed route of the Pan-American Highway through South America, there will be established a veritable corridor of trade and peace—an economic thoroughfare—connecting the 2 great continents of the Western Hemisphere. Joining with other highways—some completed, others merely proposed—stretching Northward across this country and Canada, and reaching into Alaska, the dream of a 16,000-mile concrete link between Alaska and Argentina would be realized.

Extending from Nuevo Laredo on the Northern border of Mexico, just across the Rio Grande from Laredo, Texas, the route of the Inter-American Highway swings "in a broad flat curve from the heights of the Mexican plateau to sea level on the adventurous coasts of the Spanish Main," traversing in its course Mexico, Guatemala, El Salvador, Honduras, Nicaragua, Costa Rica, and Panama. The capital cities of all these countries lie on the direct route of the highway, with the single exception of Teg-

ON of CONCRETE... "What it Means as a Link Between the Americas

cigalpa, the capital of Honduras, which is reached by a spur road. In general, the highway serves the most highly settled areas of all 7 countries.

The Southern terminus is at Panama City, from where the route will continue on as the Pan-American Highway into South America. This route extends from the Atrato River in the Northwest corner of Colombia down the West Coast of the continent to Valpariso, Chile. Here it turns East to Santiago and on over the Andes by the Uspallata Pass, where stands the now world-famous statue, "Christ of the Andes," and continues across the Argentine Pampas into Buenos Aires, a distance of some 5,760 miles. A shorter cut to Buenos Aires leaves the main West Coast route at Vitor, in Peru, crosses the Andes by way of Lake Titicaca to La Paz, Bolivia, and then South and East to Buenos Aires.

Despite the various delays that are bound to crop up in an undertaking of such gigantic proportions, steady progress is being made along both the Inter-American and the Pan-American routes. Over half, or close to 2,000 miles of the 3,267-mile stretch of the former has been improved with all-weather surfaces, while more than three-fourths of the South American section is now passable during all seasons of the year. The general progress being made as a whole is indicated by the fact that it is now possible to drive from Lima to Buenos Aires in the dry season, and during any season from Caracas, Venezuela, to a point south of Quito in Ecuador, a distance of nearly 2,200 miles.

Examples of what improved highway communication through Central and South America would mean to the United States are many. Aside from being a boon to the automotive industry, due to the added fleets of trucks, trailers, buses, and private cars that would be attracted by trade and commerce as well as sightseeing, such highway links between the 2 continents is recognized as a vital requirement in national defense. Many strategic war materials normally secured from the Far East can be had from countries South of the Rio Grande, if those sections are opened to motor traffic. Road-building will mean that scores of plantations can be started further inland, the products being shipped to the coast by motor trucks.

(Continued on page 75)



Street in Cucuta, Colombia, paved with small cobbles and concrete ribbons.



Above—Cross section and surface condition of Techo road, Colombia, at time of undertaking new construction. Below—Priming the completed base on a road construction project in Colombia.





Public Merchandise Warehousing in Distribution Today . . .

Address to be given by Dr. John H. Frederick, professor of transportation and industry, University of Texas, at the 13th convention of the Boston Conference on Distribution, Oct. 6-7.

A PUBLIC merchandise warehouse may be defined as a specialized storage and handling organization used not only for storage but for the distribution of merchandise. Twenty-five hundred of these warehouses act as service links between producers and consumers in the United States. Goods circulate through them and, as a rule, do not remain in storage for any great length of time.

Public merchandise warehouses serve 4 important purposes in distribution today. *First*, in the age-old function of warehousing—pure storage—they prevent producers from having to supply all their storage space at factories or under private ownership or lease elsewhere. Today, there is an increasing demand for storage space. Raw materials are being imported to build stock piles, and defense products are being manufactured faster than they can be consumed or exported. Also, the usual run of consumer and industrial products are being turned out to meet future demands while raw materials may yet be obtained. According to the latest available report, public merchandise warehouse occupancy is 80.2 per cent of available floorspace for the country as a whole. By localities, occupancy ranges from a low of 59.9 per cent in Georgia and Florida, to a high of 88.4 per cent in the Brooklyn and Manhattan region of New York State. In other words, while public merchandise warehouse space is generally available, the best of it is now occupied and a shortage is impending in those cities most concerned with defense activities.

Second, the general merchandise warehouses of the country help producers meet changing distribution conditions. In distribution today it is no longer possible to satisfy the wholesale and retail trade, for example, by making all shipments direct from factories. These middlemen "want what they want when they want it," and yet for some time, due largely to financial reasons, they have not been carrying any heavier inventories than actually necessary to meet immediate demands. Now these outlets are feeling the pinch of priorities. Nevertheless, distributors must always have goods on hand. Consumer outlets "out of stock" mean lost sales and encourage substitution.

The answer is found in decentralized distribution; something particularly important where there are heavy expenditures for national advertising. Goods must be kept constantly available at points of effective consumption or a considerable part of advertising expenditures are wasted. National distributors have to meet various forms of local competition and they are realizing that distribution effort must be in the field—not in the home office—and that they must decentralize

their marketing systems, basing them on more spot stocks placed at strategic marketing centers, fresh outlets and faster deliveries. Someone has to be responsible for placing goods within easy reach of the retailer, for carrying the financial burden and for undergoing the necessary risks. The public merchandise warehouse helps producers to meet these requirements of distribution today.

Delivery will always be an important part of selling and this was never truer than in these days of rapidly mounting shipments of defense materials, plus crop movements, plus heavier coal loadings, plus additional railroad tonnage of oil due to tanker shortage, plus the general increase in the movement of all kinds of consumer and industrial goods. All these and other factors combined will soon produce an almost unprecedented congestion in all types of transportation with transportation priorities the ultimate result. Under these conditions, the importance of keeping more stocks at points close to customers is easily recognized.

Public merchandise warehouses act in branch-house capacities for manufacturers, doing everything that the manufacturer himself would do in the physical distribution of his products, except the actual selling. These warehouses fill a manufacturer's individual orders from stocks placed with them on the basis of a list of customers to whom credit may be granted without the order going first to the manufacturer's home office for approval. When the distribution services of public merchandise warehouses are used, combining spot stocks with the use of accredited lists, the following advantages accrue to the manufacturer:

(a) His market is always supplied with goods placed at their approximate sales destination before sales are made to retailers or wholesalers.

(b) Dealers always have goods on hand or easily obtainable, thus avoiding lost sales for the manufacturer, through substitution.

(c) There is no need to consign stocks to wholesale or retail outlets with consequent risk of loss to the manufacturer.

(d) Large open accounts are avoided since dealers obtain goods only as they want them for immediate resale. This promotes dealer and manufacturer stock turnover, both equally important.

(e) Manufacturers have definite control over sales. Orders come to warehouses and stocks are depleted therein only as goods are sold by dealers, not on their estimates as to possible future demands.

Emphasis has been placed in this discussion on the
(Continued on page 95)

WATERWAYS AND TERMINALS

Philadelphia Port Committee Named

A committee of 12 leaders in port activities has been named to function under the recently enacted Ship Warrant bill covering priorities or cargo and terminal facilities at Philadelphia.

In announcing the committee, W. H. Robertson, president of the Maritime Exchange, said it also would take up "other matters looking toward port advancement."

R. C. Tuttle, vice-president, Atlantic Refining Co., was appointed chairman. Working with him are:

C. A. Devlin, J. A. McCarthy, L. F. Klein, Exchange directors; D. Fedoroff White, representing British shipping interests; A. J. Ball, Pennsylvania R. R.; W. H. Emlet, B. & O., and B. N. Croll, Reading, for the railroads; William Meyle, lighterage; Capt. James M. Taylor, tugs; D. W. Stringfield, river front terminals, and Howard J. Cole, stevedores.

Robertson said that under the terms of the Ship Warrant Act, effective Sept. 25, the committee will have charge of the Delaware with the view of facilitating movement of materials under the Lease-Lend Act and to United States bases on foreign soil.

South Jersey and Wilmington shipping men will be asked to join a Delaware River booster movement as another aspect of the committee's work.

Maritime Com. Findings on Terminal Practices

The U. S. Maritime Commission on Sept. 11 announced a decision following investigation to determine whether certain operating practices of terminals in the San Francisco Bay area, were in violation of the 1916 Shipping Act.

Identified as Docket 555, the Commission's study dealt with the matter of services, rates, charges, tolls, rentals, regulations, classifications, agreements, acts, practices, and operations of the San Francisco Bay area terminals.

Major findings would (1) subject State and municipally-owned terminal respondents to Commission's jurisdiction; (2) limit free time on cargo to 5 days in coastwise and inland waterways trades, both inbound and outbound, and intercoastal inbound; 7 days to intercoastal outbound and to foreign trade, both inbound and outbound; and 10 days to cargo in trans-shipment, and (3) increase wharf demurrage and wharf storage charges to a minimum level prescribed as reasonable in 1936 by the Railroad Commission of California in a formal decision.

Specifically, the Maritime Commission prescribed (1) a penalty charge of 5 cents per ton per day, to be charged on cargo remaining beyond the free-time period and not declared for storage; when cargo is not declared upon the expiration of the 5th day, it shall automatically go into storage; (2) handling charges determined for each commodity to be charged when cargo goes into storage, and (3) rates determined for each commodity for 15-day periods or fractions thereof to be charged while cargo is in storage after it has been declared for storage or after it automatically goes into storage upon the expiration of the 5th day after the end of the free-time period.

The Commission indicated that the prescribed rates for wharf demurrage and storage were low and were

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INLAND WATERWAYS and WATERFRONT TERMINALS

Docks, piers, warehouses, ships, railroads, truck lines . . . all transportation faces the supreme test, moving volume business, the balance of 1941. Load equipment to capacity.

Plan ahead; help defense program.

Write or phone

H. G. STOFFER

25 Beaver Street

Hanover 2-1172

New York, N. Y.

to be considered only as a minimum base, and stated that its conclusion with respect thereto "does not rest upon the theory that such basis is a 'cure-all,' but that it will bring about uniformity on a minimum basis which incidentally is not in excess of the cost of the service to any of the respondent operators; that it will remove many of the abuses disclosed by the record, and, that it will provide a standard from which departures can

(Continued on page 83)

FROM The Capital

Priorities on Repair Work Approved

A new and streamlined plan to grant priority assistance for repair work in the fields of highway, rail and water transportation and in certain phases of warehousing, has been approved by Donald M. Nelson, Director of Priorities.

The plan, available immediately, provides machinery under which priority status will apply to parts and equipment for repair, but not for expansions. Repairs are defined in the order as operations needed because of an actual or imminent breakdown, but the preference rating may also be used to get deliveries for "emergency inventory" (the minimum inventory of material required to provide for repairs to meet an actual or imminent breakdown).

The scheme permits qualified producers of supplies to apply a preference rating of A-10 to deliveries of required repair parts by endorsing a special statement on purchase orders, certifying that the material being ordered is for repair work under the terms of the order, P-22. Unlike other preference ratings, it is not required that application be made to OPM in advance; hence, there is no delay.

The order directs that the following language be used in the endorsement on an order: "Purchase order for repair or emergency inventory—Preference Rating A-10 under Preference Rating Order P-22."

Such indorsement is taken to constitute a certification to the Office of Production Management that such material is required for the purposes stated therein. Any such purchase order or contract shall be restricted to materials the delivery of which is rated in accordance therewith, the announcement stated.

The preference rating is not permitted to be applied: 1. By a producer to obtain material in excess of his requirements for repairs or for his emergency inventory; 2. Unless the material to be delivered cannot be obtained when required without such rating; 3. By a supplier to obtain material in excess of the amount necessary to make deliveries.

The following penalty clause is contained in the order:

"Any person who applies the preference rating hereby assigned in wilful violation of the terms and provisions of this order, or wilfully falsifies records required to be kept or information to be furnished pursuant to this order, or who obtains a delivery of material by means of a material and wilful misstatement will be prohibited from further applying said rating. Said person may also be prohibited from obtaining further deliveries of material under allocation and be deprived of any other priorities assistance. The director of priorities may also take any other action deemed appropriate, including the making of a recommendation for prosecution under Section 35A of the Criminal Code."

Under the heading of "Carriers," the preference rating order lists the following:

a. Urban, suburban, interurban, and intercity common, contract, and private carriers of passengers or freight by electric railway, electric coach, motor truck, or bus, including terminals.

b. Railroads, including terminals.

c. Shipping—Commercial carriers of freight and passengers by ocean, lake, river, or canal, including terminals.

Also listed: "Food processing or storing—plants engaged in any of the following: milling, refining, preserving, refrigerating, wholesaling or storing of food for human consumption or livestock feed."

"Shipyards and ship repair yards engaged in building and repairing ships (excluding yards devoted principally to pleasure craft).

"Highway maintenance and equipment—plants engaged in the production of equipment used in highway maintenance."—Manning.

Priority Order on Vital Cold Storage Refrigerant

In a general preference order designed to assure the proper functioning of hospitals and food preservation units (household refrigerators, storage plants), and to meet all defense requirements, E. R. Stettinius, Jr., Director of Priorities, has placed chlorinated hydrocarbon refrigerants under priority order, which will affect the commercial refrigerated storage industry.

The order assigns the rating A-10 for deliveries of these refrigerants for defense uses, such as Army and Navy hospitals and cantonments, and ship storage plants.

After the satisfaction of defense

needs, the remaining supply is to be distributed according to the civilian allocation program of the Office of Price Administration. This program lists 4 classifications of uses to which supplies of the refrigerants for non-defense purposes shall be delivered.

The sequence of preferences in the civilian program is as follows:

Classification 1—Maintenance of refrigeration equipment already installed. Maintenance of air conditioning equipment already installed in hospitals, clinics and sanatoria.

Classification 2—Maintenance of industrial air conditioning already installed.

Classification 3—Maintenance of air conditioning equipment already installed, not included in Classifications 1 and 2.

Classification 4—Manufacture of new refrigeration equipment. Manufacture of new air conditioning equipment.

Chlorinated hydrocarbon refrigerants are defined in the order as trichloromonofluoromethane, dichlorodifluoromethane, dichloromonofluoromethane, trichlorotrifluoromethane, and dichlorotetrafluoromethane.

Chlorine, one of the basic elements in the refrigerants, is also essential in the bleaching of cotton linters for smokeless powder, and in the preparation of degaussing cable, and was placed under full priority control in an order issued on July 28, 1941.—Manning.

Budd Warns of Rail Materials Shortage

Declaring that freight cars now in use are moving only about 2½ hrs. of each 24, Ralph Budd, defense transportation director, warned the National Assn. of Railroad and Utilities Commissioners in session at St. Paul late in August, that the practical approach to this problem of faster handling of freight cars was not in an increase in the speed of the trains but in reducing the 21½ hrs. daily that the cars are not actually moving. He stated that if the period of actual movement could be increased to 3 hrs. in each 24, the Nation's transportation plant could be increased 20 per cent.

Shortages of materials, he declared, were causing the freight car building program to lag and

that, as a result, there might be a shortage of 20,000 cars below the 100,000-car goal set for the 15 mos. ending Oct. 1, when defense officials had hoped to have 1,700,000 in service. By October, 1942, the schedule would be 100,000 short of the goal of 1,800,000, unless the pick-up in the supply of needed materials was immediate.

Sag in Carloading

A letter addressed to all of the Nation's shippers and receivers calling attention to the lag in the carloading program, was made public Sept. 11 by Ralph Budd, Transportation Commissioner, Office of Emergency Management.

Scarcity of material will result in there being 20,000 less new cars in service on Oct. 1 than were anticipated by the railroads, Mr. Budd said. He called for full cooperation in efficient utilization of existing equipment to meet transportation demand during the coming peak period.

Letters were addressed to A. W. Vogtle, Birmingham, Ala., president of the National Association of Advisory Boards, and J. E. Bryan, president of the National Industrial Traffic League, for distribution to their membership, representing 85 to 90 per cent of total railroad tonnage.

Text of the letter follows:

"The season of the year is at hand when carloadings reach their peak. What the peak may be is a matter of conjecture. Carloadings during the last week in August totaled 912,720 cars, an increase of 18.7 per cent over the corresponding week in 1940, and the cumulative carloadings for 35 weeks of 1941 are 18.2 per cent above the corresponding period of 1940. If carloadings follow the usual pattern in rising to the Fall peak, and especially in view of the diversion of freight from other carriers to the rails, then the highest weekly loading may be between 875,000 and 1,000,000 cars.

"The railroads have cooperated with this office in making plans for acquisition of equipment and for repair of unserviceable equipment necessary to meet the increasing traffic demand incident to the Defense Program and civilian requirements. On Aug. 15, 1941, there were 1,589,203 railroad-owned serviceable freight cars, an increase of 163,383 over the number available on Sept. 1, 1939. Inability to obtain necessary material in recent months, however, has resulted in the carbuilding program lagging to the extent that by Oct. 1, 1941, there will be 20,000 less new cars in service than were provided for by the railroads.

"Since material has not been obtainable to build the new cars that were ordered we must make better use of the existing ones.

"The important part which shippers and receivers play in efficient utilization of freight cars has long been recognized. Your cooperation has been sought to the end that cars may be loaded and unloaded with the utmost speed, that equipment may be loaded heavier and efficiency promoted by other means with which you are all familiar. The cooperation in this respect which has come to my attention not only has been appreciated but has enabled me to reject various proposals which have been made and would change measurably the present regulations governing the shipper-carrier relationship.

"During the next several weeks in order that everyone desiring transpor-

tation service may receive it currently without delay, new records in the volume of transportation rendered per unit of serviceable equipment must be made. This appeal to all users of transportation to renew during the coming weeks their previous efforts to eliminate all wasteful use of transportation, and particularly to urge all to do everything in their power to prevent delay to cars while awaiting loading or unloading is made in the interest of the general welfare. A few hours and a few dollars spent in loading or unloading cars 7 days a week or after usual closing time may well pay large dividends to the shippers directly involved, and to the country as a whole."—Manning.

"Warrant" System Set Up

The President on Aug. 27 issued an Executive Order setting up a Maritime Commission "warrant" system to expedite movement of strategic and critical materials in and out of United States ports.

The Order authorizes the Commission to issue warrants both to American and foreign flag vessels giving them precedence in docking, sailing and loading privileges.

Stating that he was acting in "the interest of national defense, including the maintenance of essential supplies and services," the President said the new warrant system "will insure the prompt delivery of materials essential to national defense through: (1) the importation of substantial quantities of strategic and critical materials; (2) the transportation of substantial quantities of materials requested by the defense agencies; (3) the transportation in the foreign or domestic commerce of the United States of substantial quantities of materials essential to the defense of the United States."—Manning.

40-Cent Minimum Wage Recommended

Establishment of a 40-cent-an-hour minimum wage in interstate truck transportation was recommended in a report filed Sept. 12 with General Philip B. Fleming, administrator of the Wage and Hour Division, Department of Labor, by the Property Motor Carrier Industry Committee.

This minimum, if approved after a public hearing soon to be scheduled, will increase the wage of more than 70,000 workers employed by about 40,000 truck operators. The industry employs about 600,000 workers, according to figures made available at Washington hearings.

Testimony before the committee showed that few "over-the-road" employees will be affected by the minimum. It was established that most of those paid less than 40 cents an hour are terminal employees, loaders and clerical workers. Truck lines whose wage bill will be materially increased are those operating in the South.

The motion to recommend the 40-cent minimum wage was carried by a vote of 11 to 7, the six employer members and one public member of the minority, at the end of a 4-day meeting at which many truck operators were heard as witnesses.

The Property Motor Carrier Industry was defined for the committee as:

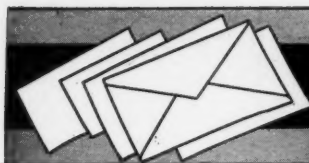
"The industry carried on by any person who holds himself out to the general public to engage in, or under individual contracts or agreements engages in, the transportation by motor vehicle of property in interstate commerce, or in the transportation by motor vehicle of property necessary to the production of goods for interstate commerce over regular or irregular routes. The term includes the industry carried on by any person who as agent or under contractual arrangement with any rail, water, or motor carrier or any express company engages in the performance with terminal areas of transfer, collection, or delivery services. The term does not include that part of the industry carried on by any carrier by rail or water or by any express or other company which is subject to Administrative Order No. 34 defining the Railroad Carrier Industry."

George E. Osborne of the University of California was chairman of the committee, made up of employer and employee representatives. The employers were represented by J. L. Wilkinson, Carolina Transfer & Storage Co., Charlotte, N. C., and president of the N.F.W.A.; A. J. Wilson, A. Towle Co. Express, Boston; C. P. Clark, Columbia Terminals Co., St. Louis; E. A. Casaroll, Automobile Shippers, Inc., Detroit; C. J. Hargleroad, Hargleroad Transport Service, Hastings, Neb.; and C. S. Schaub, Sisson & Schaub, Apex, N. C.—Manning.

"Manifest Form" May Be Prescribed by I.C.C.

A "manifest form" for mandatory use by all motor carriers transporting interstate commerce, is being considered by the I.C.C., it is claimed. This form would be kept in operators' files for I.C.C. inspection and would reveal among other items the time of departure, time of arrival, freight bill number of billing on each individual shipment in truck, description of commodity, weight, charges, origin of individual shipments and their destination.

A similar form is now used for inspection at State lines, but it is stated that if the form is adopted it would be made mandatory upon all interstate carriers holding interstate rights whether they actually crossed State lines or not.



LETTERS TO THE EDITOR

For obvious reasons, names of persons or their companies are not published unless permission is specifically given *DandW* for so doing. Such information is desirable in this department and so we ask contributors to please cooperate.

Goods Damaged in Stop-off Cars

IT has been our procedure to make stop-off cars of our material to 2 or more cities. We have been consigning these cars to our distributors in these cities who unload their portion and then forward the car to the ultimate destination. On many occasions we have found that the final portion of the car has been damaged. As a result of these damages we have been forced to return the merchandise to our factory for repair. We are now at the stage where we really feel L.C.L. shipments would be better for us since that cost would be little more than our present method to which must be added the cost of repairs and return transportation. What can you suggest in order to eliminate this damage as we would like to continue, if possible, the use of stop-off cars?—Reader.

Answer—We would first try to determine at what point the damage has been occurring and also what has been causing it and proceed from there. It might be that you are not loading your cars properly at point of origin. If you are not loading the first portion of the freight in one part of the car and the remaining portion in the other, and separating it with dunnage, we would suggest that you try that procedure. In other words, brace each portion separately.

We would also recommend that you consign your cars to a public warehouse for handling as they have proper handling equipment and will act as your agents at the stop-off points and if necessary, after taking out the portion to be delivered at the intermediate stop, brace the remaining freight which would assure you of safe arrival.

Imbedding of Wrappers in Product

FOR several weeks now we have had numerous complaints from our customers regarding the imbedding of wrappers in our product. The samples which were sent us show the foil wrapper which is lined with a wax paper covering each individual unit, pressed into the unit itself. Since we manufacture an edible product, we are concerned with eliminating this condition. Can you advise us of what might cause this condition and how we can remedy it?—Reader.

Answer—From your question it appears that what you are concerned with is nothing more than mere "case pressure." (We assume this condition only occurs after the merchandise has been in store.) Evidently the walls of the outer containers do not allow your cartons to be stacked very high. We would suggest that you either store your containers in lower pile height or increase the strength of the outside container.

Storage-In-Transit Good Emergency Insurance

WE manufacture a canned food product and utilize warehouse facilities in several large cities. A short time ago, due to a flood in one of these cities and a

strike in another, we were unable to fill the orders sent in by our customers for a period of time. Naturally, this caused us quite a bit of concern as well as loss of money. We are interested now in protecting ourselves against such catastrophes. Can you advise us of any method of distribution that would cover such contingencies and yet not raise our distribution cost?—Reader.

Answer—It would seem that storage-in-transit would be good insurance for you. This particular storage arrangement allows you to place merchandise in a warehouse away from the actual place of manufacture, allowing flexibility in routing to ultimate destination. From what we can gather from your question, you carry "spot" stocks. You also must carry a reserve in your own plant.

It would be our opinion that you should investigate the cost of storage-in-transit with a view of placing a portion of the stock now in your plant at this in-transit point. It costs you a certain amount of money to warehouse your stock in your own plant and in-transit storage should not cost anything more. The only immediate expense outside of storage and handling charges on the in-transit arrangement would be the paying of the freight from your plant to the in-transit point. When the merchandise moves out within the in-transit time to a point where a through rate is applicable from the original point of origin, you would pay the through rate, less the intermediate rate that you have already paid.

The best method for determining any in-transit point would be for you to set up on a map the location of your plant and the various points you ship carloads to. Then choose a point somewhere between your plant and the cities you serve. Check the existing tariffs and see whether transit privileges are available in that city on your product. (Any warehouse in that city or any carrier serving that city will tell you if transit is available.) In the event transit facilities are not in existence in that specific city, you can make application for such privilege.

From a Texan to Our Treasurer

Dear Colonel Beebe:

Your letter of Aug. 14 received, and had it not been for a vein of humor, I would have been looking for the sheriff to come in any minute, but your style betrays you; you are not as tough as you think you are.

I would have paid this long ago, but I enjoy your letters.

I enclose check that will somewhat soften the blow.

Your title as treasurer also warns me, for I know that you must realize that as we now do things, no one pays any attention to a matter of less than a few Jillion Dollars, and frankly I do not like that way your man Roosevelt contracts for wars for us and sticks our neck out without our knowledge or consent.

If all you New Yorkers are as careless with money as Frank is, I do not wonder that you are always trying
(Concluded on page 97)

Personnel

G. O. WATSON, president of Greyvan Lines, Inc., Chicago, announces the appointment of Forrest Cannon as assistant to the president, effective Sept. 15. Mr. Cannon has served the National Furniture Warehousemen's Assn. for several years, first in the capacity



FORREST
CANNON

of field secretary and later as executive secretary. For the past 2 yrs. he has also performed the duties of director of sales and advertising for Allied Van Lines.

L. E. McKim has been appointed manager of the new Toledo terminal of the Inter-State Motor Freight System, according to B. C. Sproul, general traffic manager. Since 1938, Mr. McKim has been general agent and later Cleveland terminal manager for the C.C.C. Highway, Inc. As manager of the Toledo terminal of Inter-State, he will occupy one of the key traffic posts in the company's 19-State network of motor freight lines.

E. H. Rogers has become traffic manager of the Cushman Motor Delivery, Chicago. Mr. Rogers was with the Glidden Co. previous to joining the Cushman organization with which he has been affiliated a number of years. A. O. McDonald has been appointed assistant traffic manager.

L. V. Morell, who for the past 10 yrs. has been manager of the Lee Terminal & Warehouse Corp., Tampa, Fla., has purchased the controlling stock in the company from Sidney A. Smith, president, and H. F. Partridge, vice-president and treasurer, both of Chicago. As a result, Mr. Morell now becomes president; H. W. Hudson serves as vice-president; and George A. Allen, as secretary and treasurer. The Lee corporation was established in 1923.

James J. Barrett has become president of Empire Warehouse, Inc., Chicago, succeeding the late W. F. Carroll.

Joseph Timmins has become traffic manager of Canada Dry Ginger Ale, Inc., Los Angeles. He was formerly associated with the Bekins Van & Storage Co. and the Beverly Hills Moving & Storage Co.—Herr.

J. David Spruill has been appointed traffic manager of Binney & Smith Co., New York City, replacing C. D. Macknee, resigned.

W. C. Burbank, president of Burbank Van & Storage, Inc., Warren, Ohio, is confined at the Marine Hospital at Cleveland. As he is expected to be at the hospital for some time, he will be glad to hear from all of his friends.

Mr. Burbank is receiving treatment for a serious ailment, the result of an injury incurred in overseas service during the first world war.

N. S. Worrell has become general traffic manager of the American Zinc, Lead and Smelting Co., at St. Louis, succeeding Homer S. Snow, who died.

R. L. Day of Norwalk Truck Line Co. of Indiana, Inc., has been elected president of the Fort Wayne, Ind., Chamber of Commerce. Mr. Day is a past president of the Fort Wayne Transportation Club and is Indiana manager for the Norwalk Truck Lines Co., Norwalk, Ohio.

Ross L. Lee, former vice-president of the H. C. Lee & Sons Moving & Storage Co., Toledo, with which he has been associated for more than 30 yrs., has retired and is making his home in Florida.—Kline.

Carter S. Schaub, Apex, N. C., has been appointed on industry committee No. 34 for the Property Motor Carrier Industry as representative for the employers. He succeeds N. P. Strause, who resigned.

Miss Mattie S. Tomlinson, of The Lincoln Warehouse Corp. (Manhattan agents of Aero Mayflower Transit Co.), is the newly elected president of the Women's Traffic Club of Greater New York. Miss Tomlinson concedes that while the storage of household goods and moving is considered by many to be a man's job, she has experienced few difficulties in the last 20 years because she was a woman. She believes that women in business have an equal chance with men, if they qualify; that men are anxious to help women succeed, and are



MATTIE S.
TOMLINSON

CHIDNOFF

particularly gratified when some women whom they have guided in business are outstanding.

Miss Tomlinson believes that the existing national emergency will create an increasing demand for women in business, particularly in traffic and other specialized professions, and that it will be up to women themselves to prove that they have the ability to carry on with the many new positions open to them. She is a staunch crusader for business women, and feels certain that women will be prepared to take the next step ahead grasping every opportunity presented to them.

John Bridge, vice-president and general manager of Inter-State Motor Freight System, Inc., Chicago, has announced the appointment of Elmer A. Schier as Eastern traffic manager of that trucking system. Mr. Schier rose from a minor clerkship with the New York Central Railroad in Cleveland to general traffic manager of the Pittsburgh and West Virginia Railway.

This position was created, declared Mr. Bridge, because of the heavy increase in freight hauled and the growing importance of the Eastern seaboard as a terminus in the flow of defense materials and other products. It will give Eastern shippers easier contacts with the Inter-State System which covers 19 states in the Middle-West and East.

Charles Donley, commerce counsel, Pittsburgh, Pa., has been elected to membership on the board of directors of the National Assn. of Shippers Advisory Boards. Ralph E. Clark, Washington, D. C., has become field secretary.

F. F. Flinchbaugh has become director of traffic for the International Milling Co., Minneapolis, Minn. He recently resigned as general traffic manager of Cargill, Inc., the same city.

Harold E. Burch, manager and operating executive of the Burch Warehouse & Transfer Co., Inc., Pueblo, Colo., has been asked by the advisory commission of the council of national defense to conduct a survey of all warehouse facilities in that city. It will include vacant buildings suitable for warehousing.—*Alexander.*

H. Harris Robson has been designated general director of shipping in the newly created Maritime Commission office. The function of the new office will be to coordinate and supervise the functions and activities of the Division of Emergency Shipping and the Division of Operations and Traffic of the Commission. G. H. Helmbold will continue as director of the Division of Operations and Traffic and Mr. Robson will continue as director of the Division of Emergency Shipping.

Roy B. Thompson, secretary-manager of the Truck Owners' Assn. of Calif., was named vice-chairman of the board of governors of the Western Institute of Commercial and Trade Executives at its recent convention.—*Gidlow.*

Henry F. Grady, president of the American President Lines, has become a member of the Foreign Commerce Dept. Committee of the Chamber of Commerce of the U. S.—*Gidlow.*

Mel Johnson, formerly Los Angeles manager for Conyes Freight Lines, is now manager of G & D Freight Lines, Los Angeles office.—*Gidlow.*

James S. Adams, who had the distinction of doing most of the drafting work on the automotive priority production schedule at Washington, D. C., resigned Sept. 5 as chief of the automotive branch of the O.P.M. Mr. Adams gave as his reason for the move the illness of E. H. Little, president of Colgate-Palmolive-Peet Co. and the need of that firm for Mr. Adams' service as executive vice-president.

American Cast Iron Pipe Co., Birmingham, Ala., has appointed Russell I. Miles, traffic manager, succeeding E. M. Cole, who died.

The Glidden Co., Chicago, has appointed A. E. Parker, assistant divisional traffic manager.

Walter Trimlet has been engaged as New York metropolitan representative of Allied Distribution, Inc. Eventually he will cover more of the Eastern seaboard

territory. Mr. Trimlet has long been connected with public warehousing; for 13 yrs. prior to joining ADInc., he was with the Synthetic Nitrogen Products Corp., a New York City firm, which stored its goods in public warehouses in Eastern and Southern cities. He was that company's assistant traffic manager and was in charge of the New York warehouse and had the responsibility of superintending distribution of materials



WALTER
TRIMLET

from the ports, checking freight, storage, handling, weighing, and forwarding rates, and handling claims, shipping documents and insurance matters, the latter including warehouse and war risk insurance.

Leet Acquires Simon's Distributors' News

W. D. Leet, president of ADInc., New York City, has acquired from John Simon, distribution manager of the Keystone Steel & Wire Co., Peoria, Ill., the magazine *Distributors' News*, which Mr. Simon began publishing about 14 yrs. ago as the official organ of the National Distributors' Assn., no longer in existence.

A corporation, Distributors' News, Inc., has been formed under the laws of the State of New York by business staff members of Allied Distribution, Inc., and this new corporation will publish *Distributors' News*, beginning with the October issue, in the interest of Allied's member warehouse companies in 44 cities. W. D. Leet is president and Richard H. Voorhis is secretary-treasurer of the new corporation.

The editorial contents will be directed primarily to national distributors and will include also general business news. In its new format, with large-size pages and somewhat resembling a newspaper, *Distributors' News* will be edited by Kent B. Stiles, who was editor of *DandW* for 18 yrs. until his resignation in 1937, and who organized and was secretary of the National Distributors' Assn. during its existence.

Mayflower Convention at Chicago in February

Though no date or hotel accommodations have been arranged for as yet, it is now official that the 11th annual convention of the Mayflower Warehousemen's Assn. will be held in Chicago sometime in February.

New A.W.I. Members

The following have become members of the Associated Warehouses, Inc.: Mayflower Terminals, Inc., Akron, Ohio; and the Peters Transfer & Storage Co., Green Bay, Wis. The latter company has renewed its membership after a lapse of 9 mos.

Factories ON THE MOVE

CHICAGO PNEUMATIC TOOL CO. has acquired the Garfield, N. J., plant of the Champlain Corp. in a move to expand its aviation equipment facilities. The Garfield plant will be employed for the manufacture of hydraulic equipment used on military and naval planes of all types. The Champlain Corp., a subsidiary of the Inter-Chemical Corp., will continue its business of manufacture and sales of printing presses and related equipment and will transfer production to a plant of its parent company located in New York City.

Philip Carey Mfg. Co., Inc., Cincinnati, roofing materials, has acquired the former Pardee Tile Works, comprising 200,000 sq. ft. of manufacturing space in Perth Amboy, N. J.

U. S. Rubber Co. has started construction of a plant at Naugatuck, Conn., where it will make synthetic rubber. The capacity is 10,000 tons per year; the plant is being built under an agreement of lease between the rubber company and the Defense Plant Corp.

Montgomery Ward & Co., Chicago, has leased the 180,000 sq. ft. building of the American Steel & Wire Co., same city, between Lake and Randolph Streets and on the West bank of the Chicago River. To be used as a warehouse.—*Slawson.*

Aircraft Accessories Corp. has leased in part the idle \$4,500,000 Kansas City, Kans., produce terminal and will use same for defense production.—*S. Smith.*

Universal Metallic Packing Co., has started construction of a new foundry and machinshop as the first units of a new plant at Hammond, Ind. The company, which was recently organized, will make a newly patented type of metal packing material.—*Slawson.*

Torchwelt Equipment Co., 1035 West Lake St., Chicago, manufacturer of acetylene welding equipment, will move about Nov. 1 to a new plant containing 100,000 sq. ft. of space and costing \$250,000, now under construction at 4700 West 19th St., Cicero, Ill.—*Slawson.*

Fanny May Home Made Candy Shops, Chicago, will invest \$110,000 in a new factory at 1137-45 West Jackson Blvd., on which work will start shortly.—*Slawson.*

Transparent Package Co., Chicago, manufacturer of cellulose sausage casings and meat containers, is constructing an addition to quarters at 1019 West 35th St., containing 85,000 sq. ft. of space. Cost of land, building and equipment represents an investment of \$325,000. The expansion provides 3 times present available space and, according to Ralph L. Atkinson, president, is necessitated by demand for their products from meat packers handling army contracts.—*Slawson.*

Rite-Rite Mfg. Co., subsidiary of Joseph Dixon Crucible Co., Jersey City, N. J., is erecting a new plant costing \$100,000, at Downers Grove, Ill. When opened about Dec. 1, it will be operated as a branch of the company's Chicago pencil factory at 1501 West Polk St.—*Slawson.*

Commonwealth Edison Co., Chicago, has purchased 7½ acres of land at Indiana Ave. and 89th Place, and is preparing plans for erection of an electric power plant there to serve adjacent south side territory.—*Slawson.*

Isaacson Iron Works, Inc., 2917 East Marginal Way, Seattle, has acquired tract of about 4 acres in Duwamish Waterway district as site for new plant for production of forgings for Government. Cost about \$2,600,000 with equipment. Appropriation in that amount will be furnished by Defense Plant Corp., Washington, for project. At later date it is proposed to carry out expansion, with additional buildings and equipment to cost close to \$1,000,000.

The War Dept. will take over the No. 7 plant of the Atwater-Kent Mfg. Co., Philadelphia, for the establishment of a signal corps depot. The plant occupies a 24½-acre site and consists of a warehouse building and a powerhouse.

Comper Manufacturing Co., Pittsfield, Mass., maker of hospital beds and tables, has merged with the American Sterilizer Co., Erie, Pa., manufacturer of hospital equipment, and operations will be shifted to Erie, according to Adrian Comper, president of the Pittsfield firm.—*Kline.*

The Sweeper Vacuum Co., which has been in business for 34 years at Worcester, Mass., has been purchased by the Holland Rieger Co., Sandusky, Ohio, subsidiary of the Apex Manufacturing Co., and manufacturing and sales operations will be moved to Sandusky.—*Kline.*

Chamberlain Metal Weather Strip Co., Detroit, is moving to Ironton, Ohio, where it will occupy the building of the former Continental Stove Co.—*Kline.*

The Julien P. Friez & Sons division of the Bendix Aviation Corp., will erect a new plant on Taylor Avenue, east of Loch Raven Blvd., near Towson, Md. The plant will be 325 by 160 ft. The Friez organization manufactures aviation and meteorological instruments. When completed, the plant will employ 400 workers.—*Ignace.*

Pittsburgh, Pa., has more than a dozen new defense projects, namely: Mine Safety Appliance Co., completing a 78-acre plant near Butler, Pa., with plans to build a 6-story plant near its Pittsburgh factory, and the modernization of 6 large buildings and 4 smaller units at Callery, Pa.; Ellwood City Forge Co. building a \$80,000 (with equipment) machine shop at Ellwood City, Pa.; Linde Air Products Co. to build 2 plants valued between 3 and 4 million dollars, one at Kittanning, Pa., and another at Altoona, Pa., where a manufacturing and distribution station costing \$100,000 will be built; Standard Metal Products Co. to build a one-story plant at Braddock, Pa.; Armitage Engineering Service, Meadville, Pa., to increase tool output and double its working force; Allegheny Ludlum Steel Corp., besides building a \$75,000, 2-story laboratory at Brackenridge, Pa., will add space to expand production of alloy steel ingots; American Spiral Spring & Mfg. Co. erects a \$40,000 plant at Butler Street in Pittsburgh; Titan Metal Co. plans a \$190,000 metal products plant at Bellefonte, Pa.; P. Wall Mfg. Co., Pittsburgh, expands production of practice bombs for the Army and Navy; Pittsburgh Plate Glass Co. spends \$2,841,000 to expand chlorine production at Barborton, Ohio; National Transit Pump & Machine Co. spends more than \$40,000 to improve and expand its Oil City, Pa., plant.—*Leffingwell.*

FROM THE **LEGAL** VIEWPOINT

By Leo T. Parker, Legal Editor

Contractor Wants More Than Agreed Price

LEGAL EDITOR, DandW: When we made a contract with a contractor to build an addition to our warehouse there was nothing said about extra charges, but now this contractor claims we owe him \$2,456 for extra work. As long as the contractor agreed to do the work for a stipulated amount, can he compel us to pay this additional amount?—Wilson Storage.

Answer: When a contractor agrees to make an addition to a building for a stated sum of money, he cannot under any circumstances compel the property owner to pay more than this original contract price. However, this rule of law is applicable *only* if the properly owner does *not* request the contractor to make changes in the originally planned construction work. If the owner requires the contractor to make changes, the latter is entitled to recover a reasonable amount for the extra work, unless he agreed in writing to perform the extra work without additional charge. In other words, if nothing is said regarding payment for extra work, the contractor may recover payment.

In many cases, property owners inquire of the contractor "what he thinks about changing the construction" in a certain manner. The contractor may readily agree to the change, BUT, although he does not state to the owner that there will be extra charges, nevertheless, the contractor may recover extra payments in consideration of the value and cost to him for performance of the additional work, or supplying additional materials.

Therefore, before authorizing a contractor to vary from the original contract, the owner always should make a separate agreement regarding the additional cost, if any.

Whse. Rights on Mortgaged Goods

LEGAL EDITOR, DandW: We are particularly interested in higher court decisions pertaining to the rights of warehousemen who accept for storage, goods covered by chattel mortgages. What is the law in this matter? — Karmazine Storage.

Answer: The law is well established that a warehouseman does *not* have a prior lien to recover his storage, and other legal charges,

Mr. Parker answers legal questions on all subjects covered by DandW.

Send him your problems care of this magazine. There will be no charge to our subscribers for the service.

Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

where he accepted for storage such goods that are mortgaged under circumstances, as follows:

(1) Where the chattel mortgage was recorded before the warehouseman accepted the goods for storage; (2) Where the chattel mortgage is not recorded, but the warehouseman knew, when he accepted the goods for storage, that the goods were mortgaged; (3) Where the goods are not mortgaged, but the warehouseman is notified that the owner intends to mortgage the goods and the warehouseman consents in writing to give the mortgagee the first and prior lien.

There are cases on record, and the same are listed below, in which the courts held that although a warehouseman has accepted for storage goods that are mortgaged, yet his warehouseman's lien may take priority from the date that he receives from the mortgagee a written consent to permit the warehouseman to keep the goods in storage. However, this is not the general law, as almost all courts hold that in order that the warehouseman have prior rights, after accepted mortgaged goods, he must obtain from the mortgagee a written consent to retain the goods in storage and also with the further clause that the warehouseman shall have the first lien.

See the following higher court cases for variations and verifica-

tions of the above explained law:

19 N.E. (2d) 545; 82 Pac. (2d) 711; 110 S.W. (2d) 201; 4 N.Y.S. (2d) 326; 194 Atl. 508; 79 S.W. (2d) 570; 55 Pac. (2d) 917; 250 N.W. 169.

Names and Advertising the Same—Legal Rights

LEGAL EDITOR, DandW: We operate under the name of "Fluegeman Storage Company" and we have adopted certain advertisements. In a town about 85 miles from our location another firm has been using our name and the same kind of advertising matter. Can we sue and recover damages?—Fluegeman Storage.

Answer: The answer to your legal inquiry depends upon the answer: Does this other firm operate in your territory and do you operate in their territory? If so, you are entitled to relief. The courts are in accord with the opinion that no person, firm or company may use the same or similar name, previously adopted and used by a competitor IF THE NEW USE IS LIKELY TO DECEIVE THE PUBLIC AND THE ORIGINAL USER IS LIKELY TO SUFFER LOSS OF BUSINESS, OR CUSTOMERS.

In other words, many decisions are on record where 2 firms may use exactly the same name, and if neither has or draws customers from the other's territory, there is no legal recourse, as both have legal rights to continue their operations. If, however, one draws customers from the other's territory, then the court will grant relief.

The reason for this established law is that unfair competition laws are intended to protect the general public and also business persons, firms and companies which have their basic rights infringed upon in an illegal manner.

With respect to your original advertisements, you may prevent use of same, providing you obtained a copyright, and if you did not obtain a copyright, and the other firm does not draw customers from your territory and you do not draw customers from their territory, then under these circumstances you have no absolute ownership in the advertisements and you cannot prevent the use of same by others.

Husband and Wife Separated— Who Owns Goods

LEGAL EDITOR, *DandW*: A shipment was given to a delivery company, after which the goods were stored in our warehouse. The husband signed the storage contract and notified us that he did not want his wife to withdraw any of the goods, as they are separated. The question is: Are we permitted to accept this order from the husband, or does the wife have a right of action against us if we refuse to deliver the goods to her?—Apex Storage.

Answer: The answer to your question depends upon the answer to the question: Who is the legal owner of these goods? If, for instance, the husband stored the goods which belong to the wife, then he had no right to do so and certainly has no legal right to authorize you to refuse delivery of the goods to her. And, furthermore, if the goods actually belong to the wife, you will be liable if you refuse to make the delivery to her, notwithstanding the fact that you have an order from the husband demanding that you do not make delivery to her. Now, on the other hand, assume that the husband is the legal owner of the goods. Then, under these circumstances, you will be liable to the husband if you deliver the goods to the wife. And then again, assume that you have stored goods which belong in partnership to both the husband and the wife. From a legal standpoint, the husband would have no right to give you an order that you must not deliver the goods to the wife, and furthermore, neither the husband or the wife would have a legal right to take the goods from storage, and the one who does so would be compelled to account personally to the other. This is so, because all partners are agents for the partnership and anyone of them may possess and dispose of the partnership property without any criminal liability, but the other partner would have a right of action, to make the one who appropriates the goods, to account to him for the value of the same, and in direct proportion to the respective interests of the partners.

Since you have no method by which you may be certain who actually owns the goods, it is advisable to consult a local lawyer and have him file a suit requesting the court to decide your rights in this matter. You may avoid this expense by contacting the wife and if she has no interest in the goods you may relieve yourself from liability by having her sign a release to the effect that she has no interest in the goods, after which you may abide by the order given to you by the husband.

This Month's Important Decisions

Liability for Lost Goods

CONSIDERABLE discussion has arisen from time to time over the exact extent of liability of a warehouseman for negligent loss or destruction of stored household goods. Generally speaking, the valuation of ordinary merchandise is determined by testimony proving its present resale or replacement value. However, it is important to know that this law is not, according to modern higher courts, applicable to stored household goods.

Present day courts hold that in a suit against a warehouseman for loss of household goods and wearing apparel, which have no market value, the owner being familiar with the lost articles, having purchased them and used them in his family day after day, knowing the purpose for which they were used, he is competent to testify as to their value to him.

For illustration, in *Joe Hodges Transfer & Storage v. Keeffe*, 115 Pac. (2nd) 251, Oklahoma, it was disclosed that the owner of stored goods filed suit against a warehouseman alleging that she stored a trunk and a barrel of dishes for which she paid \$1.50 per month as storage until a certain date she by agreement paid \$12 per year for such storage; that she paid said sums for storage for more than 10 yrs. She further testified that when she demanded the barrel of dishes she was informed that they were lost. She asked for damages in the sum of \$500, the alleged value of the dishes.

During the trial the warehouseman admitted that he had sold the dishes when under a mistaken belief that the storage bill was delinquent, but he testified that the market value of the dishes was relatively small and not a fraction of the sum of \$500 demanded by the owner of the stored goods. However, the owner testified in detail regarding the quality of the dishes and particularly with respect to their special value for her personal use. She testified that the dishes were in many instances gifts of rare quality and value; some in the nature of keepsakes, and some irreplaceable. She was permitted to testify further as to the original costs and the circumstances of acquisition, ownership and related circumstances and fixed the value of each particular item based on the costs or other circumstances.

It is important to know that the higher court held the warehouseman liable for \$500 damages, and said:

"Under the above cited cases if the jury choose to believe the plaintiff (owner), the evidence thoroughly justifies a finding of the value of \$500.

We, therefore, find competent evidence to sustain the verdict. The fourth proposition presented is that the verdict is excessive. This contention cannot be sustained. As above stated, if the jury believed the plaintiff, the verdict is not excessive. No passion or prejudice is shown or even suggested."

Also, see leading decision of Barber, 136 Or. 361, in which the higher court stated that in the case of household goods and furniture owned and kept for personal use, their market value is not legally fair and reasonable compensation, but the owner is entitled to recover the actual value of the goods to him, excluding, of course, any fanciful or sentimental value which he might place upon it.

And again, in *Barber v. S. A. Lewis Storage & Transfer Co.*, 78 Conn. 198, the higher court stated:

"The measure of damages for the conversion of household goods is not restricted to the price which could be realized by a sale in the market, but is the value to the owner, based on his actual money loss resulting from his being deprived of his property, excluding any sentimental value placed thereon."

Impossible to Perform Contract

NO person who contracts to perform work or services may avoid liability on the contention or grounds that it was impossible for him to fulfill his agreement or obligations. Conversely, one who contracts to pay a stipulated sum for services cannot avoid liability on the contentions of impossible performance.

For instances, in *O'Dell v. Criss & Shaver, Inc.*, 14 S. E. (2nd) 767, West Virginia, it was disclosed that a transportation corporation contracted to haul materials for a contractor. The latter did not permit the corporation to haul the material because of differences with a labor union. The corporation sued the contractor to recover damages. The latter argued that he could not be held liable because a contingency or event arose, not within the contemplation of the parties at the time of making the contract, nor reasonably foreseen. In holding the contractor liable for full damages and loss of profits suffered by the corporation, the court said:

"It is quite difficult for us to find any impossibility of performance in the situation created by the unionization of defendant's plant. At most, that situation created merely a difficulty which, whether anticipated or not by the parties, does not furnish an excuse for non-performance. Generally, an unanticipated difficulty does not furnish such an excuse."

What Is Doing Business?

AN important legal question often presented the courts in license, tax and sale contract litigations is: What is doing business within a State?

It is important to know that the legal definition for this term cannot be formulated in an all-embracing rule, because the solution of the

question depends upon and is controlled by the facts each particular case has. However, higher courts have held that where a foreign corporation sends an agent into the State for the transaction of its corporate business, it may be regarded as "doing business" in the State. This rule is based upon an implication that the corporation does business or has business in the State for the transaction of which it sends an agent here. The rule prevails where the officer or agent is in the State with reference to the settlement or adjustment of a claim being sued upon, since in such case the mere presence of the officer or agent for such a purpose may be held to constitute the doing of business in the State.

For example, in *Jones v. General*, 14 S. E. (2nd) 628, South Carolina, it was shown that a person in South Carolina purchased merchandise from a corporation having its principal office in another State. The merchandise proved to be unsatisfactory to the purchaser who filed suit against the seller to recover the full purchase price, on the contention that the purchaser had breached its guarantee regarding the quality of the goods. The legal question arose whether the corporation was "doing business" in South Carolina when it sent a representative into the State to consult with the purchaser. In holding in the affirmative, the court said:

"In our opinion, the defendant (seller) was 'doing business' in South Carolina within the meaning of the decisions of this court and process was duly served upon its agent so as to give jurisdiction to the courts of this State."

When Excess Freight Rate Is Legal

VARIOUS higher courts have held that a carrier may compel either a shipper or consignee to pay lawful freight rates on a shipment. Therefore, if the rate paid by the shipper is too low, when based upon tariffs, the carrier may without liability collect the balance of the freight bill from the consignee.

For illustration, in *Baxter v. Atchison*, 35 N. E. (2nd) 563, Illinois, the court records show that a shipper sued a common carrier to recover the sum of \$72.45, alleged freight overcharge, collected by the carrier under a contract to transport merchandise.

The counsel for the carrier presented testimony proving that the shipper paid the charges for transportation, but that the carrier refused to deliver the goods to consignee unless consignee paid the carrier the sum of \$72.45, which sum consignee was forced to pay to secure delivery of the shipment. Further testimony was presented that the tariff charge collected from

the shipper, plus the charge collected from the consignee for the transportation of the shipment, was the correct and lawful charge in accordance with the tariffs and schedules duly filed with the Interstate Commerce Commission, as required by law. Therefore, the higher court held the shipper not entitled to a refund, and said:

"That the defendant in error did not see and did not know that the published rates and schedules made no provision for the service he contracted for is no defense. . . . Involuntary rebates from tariff rates should be viewed with the same disapproval as voluntary rebates. It is proper for a shipper to maintain a common law action in a court for damages sustained by the collection of charges on an interstate shipment, in excess of a lawful tariff. The shipper must allege and prove that charges were exacted by the carrier in excess of such tariff schedule."

In other words, the law is established that unless a shipper proves excess freight rates are unlawful, the carrier cannot be compelled to make a refund.

Legal Status of Forged Instrument

IT is a well established law that a forged instrument, as a warehouse receipt, is utterly vacuous and void and is incapable of supporting a suit even at the instance of an innocent purchaser for value. On the other hand, a worthless check is not void and will support a suit against the maker as a note of hand. In the latter case, the maker of the check impliedly promised to pay the amount of the check to the payee, but the holder of a forged instrument cannot have better title than that held by the forger who actually has no title.

For example, in *Cowan v. Thompson*, 152 S. W. (2nd) 1036, Tennessee, it was disclosed that the owner of merchandise sued the present possessor to recover the goods and proved that the possessor had obtained possession of the goods from another who had forged a check as payment. The present possessor argued that he was an innocent holder of the goods and in good faith.

It was argued that to permit the true owner to recover against an innocent third person who, without notice or negligence, purchased the goods in due course of trade and for value, would prove a serious barrier to the free market exchange of personal property. However, the higher court held the owner entitled to take possession of the goods without paying the present possessor. This court said:

"We have for decision the right of a purchaser for value in due course of trade from one possessing no indicia of title and who acquired possession from the true owner by means of a forged instrument as against a seller who parted with possession solely upon the strength of a forged check. It is uniformly held that one so intrusted with possession can transfer

no title as against the true owner even to one who possesses all the attributes of an innocent purchaser. It may well be doubted whether the recognition of the right of the seller who is the victim of a forgery to reclaim the property from one who purchased from the forger would result in any greater impediment to the free exchange of property than would result from the converse rule."

Duty of Drivers

ALL motor truck drivers must bear in mind that while traveling upon any public highway, it is their duty at all times to keep their vehicles under control that they may avoid colliding with any person or vehicle lawfully upon the highway. On the other hand, where a driver is traveling on an open remote highway distant from human habitations, and has a clear view whereby he may discern that there is no person or object that may traverse his course, he has a wide discretion as to his speed. But his speed must decelerate and his caution must accelerate as evidence appears indicating the increasing numbers of men or vehicles at any point upon the thoroughfare.

In other words, vehicle drivers must exercise reasonable care under all circumstances. This means that the same degree or greater degree of care must be used, when compared with the care and caution that would have been used under the identical circumstances by other reasonably prudent, experienced and careful drivers.

Obviously, no driver is careless or negligent by reason of his failure to anticipate another's negligence. Therefore, a driver who is not negligent cannot be held to be legally negligent by reason of a failure to assume that another person will be careless or violate the law. The latest higher court case involving these various points of law is *Washam v. Peerless*, 113 Pac. (2nd) 724, California.

The court records in this case disclose that the lower court awarded an injured driver the sum of \$1,173 as damages suffered by reason of injuries resulting from an intersectional collision. The testimony indicated that the injured driver was making a turn when the collision occurred. He testified that he believed the other driver would slow down to permit him to pass and that this driver was negligent because he did not do so. In holding the injured driver not entitled to a judgment, the higher court said:

"There is no prescribed act which will constitute contributory negligence when two motorists collide on the highway. The only rule which can be followed in ascertaining the liability of either under such circumstances is the rule of negligence as to what a reasonably prudent man would do under similar circumstances."

WHERE TO BUY

ALARMS (Fire)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

BATTERIES (Storage)

Edison Stge. Battery Div., Thomas A. Edison, Inc., West Orange, N. J.

(See advertisement elsewhere in this issue.)

BODIES (Van)

Gerstenschlager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

Herman Body Co., 4406 Clayton Ave., St. Louis, Mo.

(See advertisement elsewhere in this issue.)

BRINE

Salvag Sales Corp., 40 Rector St., New York, N. Y.

CASTERS (Truck)

Folson Corp., 341 Cedar St., Elyria, Ohio.

(See advertisement elsewhere in this issue.)

Darnell Corp., Ltd., P. O. Box 4027, Sta. B., Long Beach, Calif.

Notting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CLOCKS (Time and Watchmen's)

American District Telegraph Co., 155 Sixth Ave., New York, N. Y.

(See advertisement elsewhere in this issue.)

CONVEYORS (Belt)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

CONVEYORS (Portable)

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

COVERS (Piano)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

CRANES (Mobile)

Ellwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

Silent Holst Winch & Crane Co., 857 63rd St., Brooklyn, N. Y.

(See advertisement elsewhere in this issue.)

DOLLIES

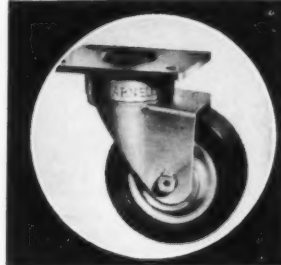
Notting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

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(See advertisement elsewhere in this issue.)

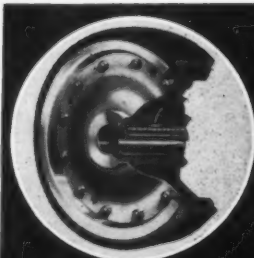
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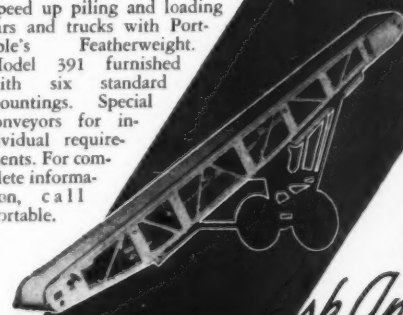
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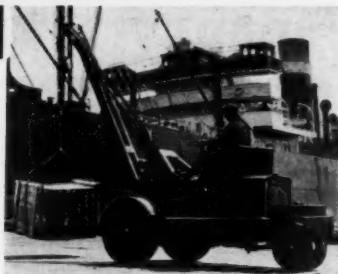
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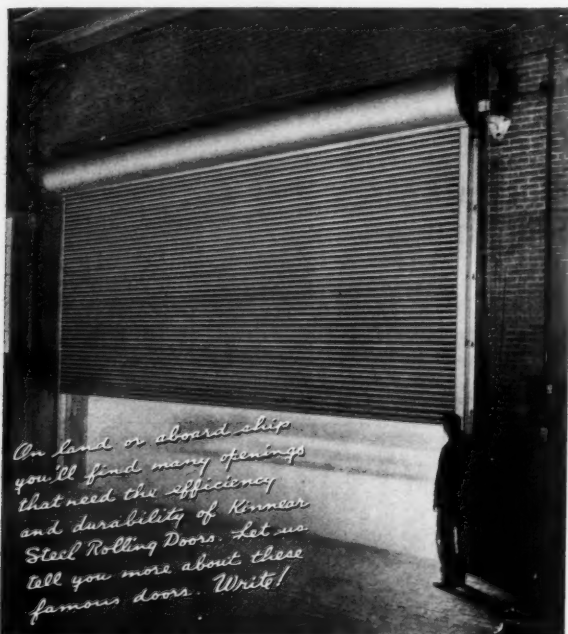
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that need the efficiency
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Solvay Sales Corp., 40 Rector St., New York, N. Y.

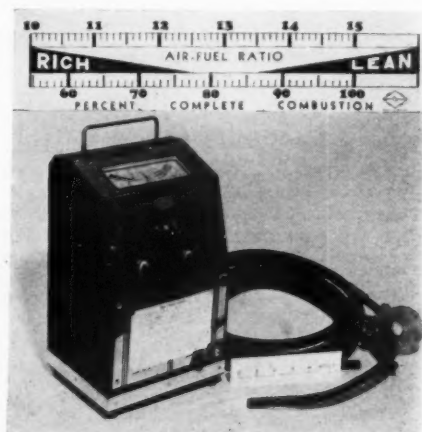
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NEW PRODUCTS**Exhaust Gas Tester**

IN view of the contemplated curtailment of gasoline supply to all motorists and operators of trucks and busses will be interested in an instrument that makes possible a sharp reduction in fuel consumption by enabling them to secure maximum mileage per gallon of gasoline. This instrument is identical in operating principle to that of the Cambridge aero-mixture indicator which enables pilots of thousands of Canadian, British and American military planes and air transports to attain maximum cruising range through greater economy in engine performance.

Gasoline ignites only when mixed with air, and it is the function of the carburetor of an automotive engine to mix these elements in the proper proportions for combustion. The ratio of the pounds of air admitted to the engine, to the pounds of gasoline to be mixed with it, is known as the air-fuel ratio. A mixture of 15 pounds of air with one pound of gasoline insures complete combustion. This ideal air-fuel ratio of 15 to 1 is not desired in general practice, even though economical in gasoline consumption, because the gasoline engine does not develop



maximum power with such lean mixtures. Maximum power is obtained in the usual automotive engine with an air-fuel ratio of from 13.0 to 13.5 to 1.

The usual carburetor adjustment, however, is set on the rich side. Since no great loss of power results when the mixture is over-rich, the tendency is to set carburetors on the rich side—and the owner pays for the gas wasted. Furthermore, automotive engines the causes of fuel waste frequently develop so gradually that loss of motor efficiency often becomes excessive and very costly before it is noted. However, the efficiency with which fuel is being burned in the engine can be easily and quickly determined, and the carburetor can be set to obtain suitable power and maximum economy at the same time.

It is possible by analysis of the exhaust gas of a motor to accurately determine the composition of the mixture supplied by the carburetor. By use of the Exhaust Gas Tester as a guide, the position of the pointer on the scale of the Tester will show at all times whether or not the proper carburetor setting has been made. This small and compact portable instrument analyzes the exhaust gas while the engine of the vehicle is working either in the garage or on the road. Hookup merely requires one to insert the sampling tube of the tester into the tail pipe of the vehicle and the instrument shows instantly the air-fuel ratio and the corresponding per cent completeness of combustion. The indicator pointer will not waver or jump on the roughest roads because of the unique design feature incorporated. The Exhaust Gas Tester accurately indicates the fuel burning efficiency of the motor and thereby enables the mechanic to quickly and intelligently make proper adjustments.

(Concluded on page 52)



With their hundreds of 3-inch squares, Royal Dreadnaught Pads are your first line of defense in furniture protection and your best line of defense in pocket protection. Between a cover of the best quality drill, the extra heavy quality sail cord thread, forming the squares, anchors immovably the solid, one-piece felt filling — no shifting, bunching or buckling. Reinforced Royal Blue welt edge binding all around. Choice of fast color khaki, green, Royal Blue or combinations.

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Dodge Div., Chrysler Corp., Detroit, Mich.

(See advertisement elsewhere in this issue.)

Ford Motor Co., Dearborn, Mich.

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.

Mack Trucks, Inc., 34th St. & 48th Ave., Long Island City, N. Y.

(See advertisement elsewhere in this issue.)

White Motor Co., 842 East 79th St., Cleveland, Ohio.

(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

PADS (Kersey)

Gilman Bros. Co., Gilman, Conn.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

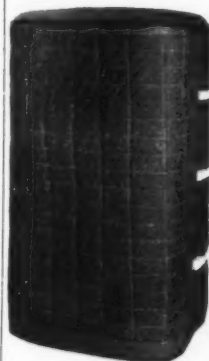
PLATFORMS (Lift Truck)

Self-Lifting Piano Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)



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Fig. 100
Drum and
Barrel
Truck

Drums can be stacked close together. Operator simply places truck nose against drum, drops hook over edge of drum and pulls back the truck handles into wheeling position. The hook automatically pulls the drum onto the nose and holds it in place. Fig. 100 Drum and Barrel Truck is perfectly balanced for ease of handling. Carries heavy loads with minimum effort. This all-steel truck frame is only 19" wide. Pressure lubricated roller bearing wheels, semi-steel or with demountable rubber tires for silence and easiest rolling.

NUTTING makes everything in floor trucks, wheels, casters. Send for Bulletin 41-G. Representatives in principal cities. Consult your classified phone directory, or write to

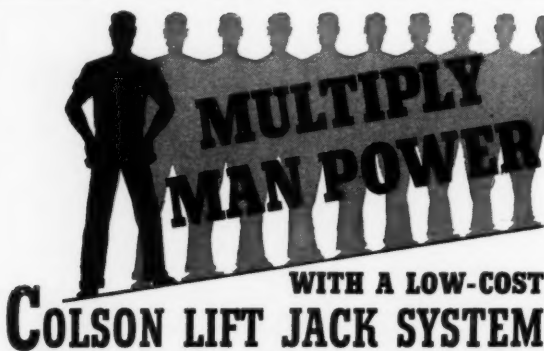
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1161 DIVISION ST.

FARIBAULT, MINN.



FLOOR TRUCK LEADERSHIP SINCE 1891



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When man power must be multiplied and fast-increasing production calls for greatest efficiency—the Colson Lift Jack System puts skids under handling costs.

The Colson System is *complete*, eliminating extra pick-up, extra set-down, extra handling.

The Colson System is *simple*—a platform with wheels on one end, and a two-wheeled jack that engages the front of the platform converting it into a sturdy, easy-to-roll-truck.



The Colson System can be installed with a *small* investment. A hundred dollars will buy several platforms and a lift jack. Many users report that their investment was returned in less than a year in actual savings in handling costs alone.

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CASTERS • INDUSTRIAL TRUCKS AND PLATFORMS • LIFT JACK SYSTEMS



**THIS LITTLE DEVICE TELLS YOU
BUSY TIME—IDLE TIME—OVER-
TIME . . . ALL DAY LONG!**

The Servis Recorder shows every move your motor truck makes—when working and when standing, and how long—as shown on its chart (at left). Thus your motor truck writes its own story daily. You SEE all delays at a glance—and correct 'em! Save up to \$500 a year per truck. Over 100,000 trucks now equipped. Money-saving booklet free. The Service Recorder Co., 1375 Euclid Avenue, Cleveland, Ohio.

The Servis Recorder
Keeps Motor Trucks Busy

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Reliable Machine Works, Inc., 130 West 20th St., New York, N. Y.

RECORDERS (Motor Truck)

Service Recorder Co., 1375 Euclid Ave., Cleveland, Ohio.

TRACTORS (Industrial)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10036 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

Herman Body Co., 4406 Clayton Ave., St. Louis, Mo.
(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10036 Harper Ave., Detroit, Mich.
(See advertisement elsewhere in this issue.)

International Harvester Co., Inc., 180 No. Michigan Ave., Chicago, Ill.
(See advertisement elsewhere in this issue.)

(Concluded from page 50)

for both economy and power. Thus, the motorist can get maximum mileage from each gallon of fuel.

The effectiveness of this instrument in saving fuel can be gathered from the fact that many bus companies and other progressive fleet operators have made it a fixed maintenance practice to periodically check each vehicle with the Exhaust Gas Tester.—Cambridge Instrument Co., New York City.—DandW.

Reynolds Composition Metal Replaces Aluminum Foil

COMPLETE substitution of non-essential composition metal for aluminum foil has been announced by the display and container division of the Reynolds Metals Co., Richmond, Va. Before the present shortage of aluminum, the Reynolds research laboratories began experiments with foils of other metals, and various plastics and substitutes. Because of this research, the new composition metal packages were ready for market as soon as the demands of defense production took over all available stocks of aluminum.


The new type foil presents opportunities for brilliant display. Gold and silver backgrounds for embossed and printed labels and packages predominate in the early deliveries of the new composition metal.

The containers are made of a highly calendered paper board with foil on the outside, and with a clear plastic over a sized clay coating on the inside.—DandW.

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**TRUCKS
FOR RANGES
REFRIGERATORS
PIANOS**

All kinds of hard-to-handle pieces are safely and much more easily moved when you are equipped with the right trucks to do the job. We have the answer to your particular handling problem. You will save the cost of these trucks many times a year. Send for literature and prices at once.

**SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO**

TRUCKS (Cabinets & Ranges)

Self-Lifting Piano Truck Co., Findlay, Ohio.

TRUCKS (Drum)

Colson Corp., 341 Cedar St., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Fork)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS, HAND (Cartons & Cases)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)

TRUCKS (Jack)

Colson Corp., 341 Cedar St., Elyria, Ohio.
(See advertisement elsewhere in this issue.)

TRUCKS (Lift)

Automatic Transportation Co., 115 West 87th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

Baker-Raulang Co., 2176 W. 25th St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Elwell-Parker Electric Co., 4110 St. Clair Ave., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Towmotor Co., 1269 E. 152nd St., Cleveland, Ohio.
(See advertisement elsewhere in this issue.)

Vaughan Motor Co., 827 S. E. Main, Portland, Ore.

TRUCKS (Refrigerator)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.

VAULTS (Moth Proof)

Reliable Machine Works, Inc., 130 West 29th St., New York, N. Y.

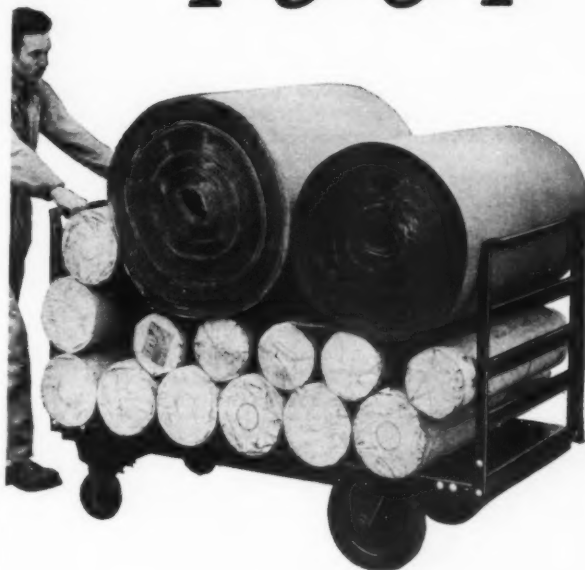
WHEELS (Industrial Truck)

Darnell Corp., Ltd., Box 4027, Sta. B, Long Beach, Cal.
(See advertisement elsewhere in this issue.)

Nutting Truck & Caster Co., 1161 Division St., W., Faribault, Minn.

(See advertisement elsewhere in this issue.)

It'll be Rolling in 1961



HALLOWELL

STEEL TRUCKS

A STYLE AND
MODEL OF
STAMINA FOR
EVERY JOB!



Fig. 760
1-Bar Handle



Fig. 751
4-Pipe Stakes



Fig. 772
1 Rack



Fig. 753
4-Wooden Stakes

With no more maintenance than occasional lubrication, "Hallowell" Trucks take years and years of punishment . . . and like it!

With their steel plate platforms, welded construction and wheels that roll easily under all loads, "Hallowell" Trucks insure years of trouble-free service under constant rough treatment—a fact frequently verified by reports from appreciative users.

Many "Hallowell" types and models are available for all kinds of service . . . at order-inviting prices! Ask your distributor, or write—

STANDARD PRESSED STEEL CO.

JENKINTOWN, PENNA. Box 560

BOSTON • DETROIT • INDIANAPOLIS • CHICAGO • ST. LOUIS • SAN FRANCISCO

New Literature

"Banking Facilities for Bankless Towns"

This booklet describes the banking problems of bankless towns, and indicates some of the economic consequences growing out of the increasing number of such communities. Particular attention is given to the development of various substitutes for full commercial banks such as cash depositories, cooperative banks, currency exchanges, and limited service offices, as well as to the steady increase in the number of communities served by full-powered branch banks. The study serves to point out the view frequently expressed by objective students of American banking that branch banking is the most adequate solution yet devised for the problem of bankless towns.

Despite the fact that many writers have referred to the banking problems of the bankless towns, it has been difficult for bankers and students of banking to secure a comprehensive discussion of these questions. It has been the aim of the Council in sponsoring this study to make available reliable and up-to-date information covering this important subject.

Issued by American Economists Council For The Study of Branch Banking, Grand Central Annex, New York. John M. Chapman, Chairman.

"Reo Motors, Inc."

Reo News, monthly house publication of Reo Motors, Inc., Lansing, Mich. This follows general newspaper make-up. Type size is 11½ by 18 in. The inside spread is devoted to a special institutional message featuring a good-sized aerial view of the Reo plant with accompanying pictures of strategically located Reo branches. Text matter, for the most part in the lighter vein, is all very brief and there is generous use of photographs and cartoons. Although primarily a sales publication, *Reo News* carries enough text dealing with factory personalities and activities to appeal to plant and office workers and executives. News from the field is submitted largely by branch managers and distributors. Factory news is obtained through duly accredited correspondents in various departments throughout the Reo plant.

"Tailored Transportation" is a broadside recently gotten out by Reo Motors, Inc., which strikes something of a new note in truck merchandising. Many favorable comments have been received on this literature. A copy will be gladly sent to any interested parties on request to Reo Motors, Inc.

Goodrich Catalog

A new catalog section on its Type RO portable vulcanizer for repairing the covers of conveyor belting, just introduced, has been published by The B. F. Goodrich Co., Akron, Ohio, and is now available upon request.

The catalog section describes the vulcanizer, points out the need that exists for such equipment to permit speedy repair of minor cuts and gouges in a belt's rubber cover, which, if disregarded, might allow entry of moisture and abrasive material into the fabric plies, tending to weaken them.

Facts About Towmotor

Twenty-six pages of detailed specifications on the 7 models of Towmotor gasoline-powered lift trucks, capacities from 2,000 to 10,000 pounds. Also, includes summary of the advantages of Towmotor "unit-load" handling in speeding production, increasing storage capacity and reducing handling costs. In addition,

each page discusses in detail one problem of industrial handling. An informative, authoritative book for plant managers, engineers, other executives, to check present handling methods, develop improved handling systems for the future. For present Towmotor users it shows how to get the most out of machines, helps in selecting models that will "team up" profitably with ones in service.

Towmotor Company, 1269 E. 152nd St., Cleveland, Ohio.

Cullen-Friestedt Book

Just off the press is an interesting illustrated booklet known as Bulletin SL 21 (8½ in. by 11 in.) which describes C-F Sheet Lifters, a product of the Cullen-Friestedt Co., 1300 South Kilbourn Ave., Chicago, Ill. These modern machines for lifting and carrying sheet steel and other hard to handle materials are widely used for speed and economy where loads from 2 tons to 60 tons or larger, must be moved with maximum safety to men and materials. Many varied applications of C-F Lifters are shown with photographs of machines of various capacities—all under "one-man" positive control which provides infinite adjustment to load.

Bulletin SL-21 will be gladly sent without obligation to those interested by addressing the Cullen-Friestedt Co., as above.

New Illustrated Catalog Just Released by Lyon Metal Products

Of special interest to manufacturers and jobbers is a 40-page comprehensively illustrated catalog on steel shop equipment products, just released by the Lyon Metal Products, Inc.

The catalog illustrates such steel shop equipment as work benches, stools, stock and tool carts, tool cribs, cabinets and numerous special purpose products.

A large number of new items including arc and gas welding benches, sheet metal worker's bench, two and three shift drawer inserts and other products are shown.

When requesting this free catalog 331-D, send requests direct to Lyon Metal Products, Inc., 3035 Clark Street, Aurora, Ill.

Oakite Products' 36-Page Booklet

To fleet operators faced with increased service and maintenance problems, a newly revised, 36-page cleaning manual just issued by Oakite Products, Inc., New York, will be of timely interest.

Packed with many tips and kinks for turning out repair and overhaul jobs faster and easier, the booklet describes several new, improved materials for cleaning iron and steel parts by hot or cold solutions before repair; safely cleaning pistons and other aluminum parts; cleaning motors and chassis by steam gun or pressure-spray; washing truck bodies, and reconditioning clogged radiators and cooling systems.

In addition, much helpful data is given on such other important maintenance work as de-sludging motors for improved performance or before tear-down; cleaning and brightening carburetors and fuel pumps; the cleaning, deodorization and germicidal treatment of food truck interiors; stripping bodies before refinishing; and cleaning garage floors, grease lifts and pits.

Free copies of this booklet are available upon request to Oakite Products, Inc., 57 Thames St., New York, N. Y.

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Pool Car Service a Specialty—Motor Truck Service
Centrally Located—Free Switching from All R.Rs.SERVICE TO SHIPPERS
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Household Goods and Merchandise

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HEAVY HAULING—STORAGEPool Cars and General Merchandise—Bonded
Authorized Transfer AgentsA.T.&N., G.M.&N., L.&N., M.&O. &
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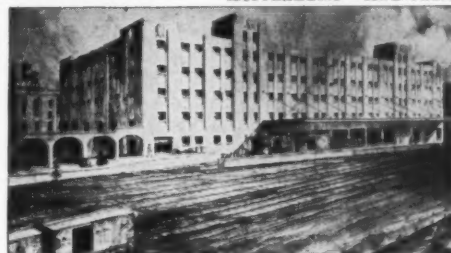
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MERCHANDISE-HOUSEHOLD GOODSFireproof Building, Nearest Main Retail
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the FIRST . . . Established 1893 . . . MORE THAN
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your warehouse problems.

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 AS YOUR PUBLIC WAREHOUSEMAN
 WE ARE A BUSINESS PARTNER
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 COMPLETE FACILITIES
 EXPERIENCED PERSONNEL
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 STORAGE REFORWARDING FUMIGATION
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 LAWA—CWA ADT Protected

**Bekins in Deal for
 Wilmington Transfer & Storage Co.**

C. B. Carter, president of Los Angeles Harbor Warehouse Co., has on file with the California Railroad Commission an application for approval of an agreement with Bekins Van & Storage Co. whereby Carter agrees to sell to Bekins the personal property, equipment, good-will and public utility warehouse operating rights of the Wilmington Transfer & Storage Co.

Wilmington Transfer & Storage Co. is operated at Los Angeles Harbor by Carter in quarters leased from the Los Angeles Harbor Warehouse Co., of which Carter also is president.

The agreement calls for sale to Bekins of office and warehouse equipment and public utility rights in the Wilmington Transfer & Storage Co., including use of the company name, for a consideration of \$8,000, of which \$5,000 is for operating rights. Under the agreement, Bekins also obligates itself to pay the Los Angeles Harbor Warehouse Co. \$52,000 for the real property in which Carter has conducted the activities of the Wilmington Transfer & Storage Co. for the past several years.

The property consists of a 3-story reinforced concrete warehouse building and a one-story brick building, served by spur track facilities.

Bekins Van & Storage Co. sets forth in the agreement that the operating rights of Wilmington Transfer & Storage Co. will be leased by Bekins Van & Storage Co. to Bekins Van Lines, Inc., for the purpose of adding to its present statewide operations.

In joining with Carter in the petition for approval of the agreement, Bekins Van & Storage Co. cites as a precedent the application in 1932 of the Hollywood Storage Co. to sell to Bekins Van & Storage Co. property and utility rights and of authority granted by the CRC in February, 1932, for Bekins Van & Storage Co. to lease the rights to Bekins Van Lines.

The procedure in the present case, the application stated, will make uniform the plan of operation of Bekins Van & Storage and Bekins Van Lines as initiated in the 1932 application with CRC approval.—Herr.

**Cal. Traffic Group Sponsors
 Statewide Education**

The California State Council, American Institute of Traffic Management, meeting at Los Angeles on Aug. 27, went on record as favoring a statewide educational campaign, in cooperation with schools for training young men and women in traffic management.

The meeting was presided over by executive vice-president John W. Witherspoon, the regional traffic manager of the U. S. Tire & Rubber Co. Its purpose was to discuss the ethical and educational standards for traffic managers which the Council contemplates establishing at an early date.

The proposed educational program was indorsed in a letter from Lieutenant Commander Lloyd B. Hughes of San Francisco, president of the Council. Hughes stressed the need for education and urged the membership to cooperate with the schools "... in every way possible, not only to give encouragement to the young men and women who have decided upon traffic management as a career, but also that the Council might be of benefit to industries in general who require, and must have, the services of qualified traffic men to be able to handle their many shipping problems."

A committee was appointed to study the educational requirements of various professions and to recommend a program suitable for the traffic management field. W. O. Narry, traffic manager of the Richfield Oil Corp., was named chairman of the committee.—Herr.

LOS ANGELES, CAL.

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COMPLETE FACILITIES EFFICIENT SERVICE

Storage Sprinklered—A.D.T. Distribution Drayage

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Located in Central Manufacturing District.

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Your Detail Handled as You Want It
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U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Hartford, Conn., and Springfield, Mass.
Members: NFWA—AWA—ACW—AVL Agents

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Over 50 Years in Business
NEW CANAAN, CONN. DRINKWATER SONS, Inc.
BEDFORD, N. Y. OFFICES: 122 RAILROAD AVE.
PORT CHESTER, N. Y. 2 WAREHOUSES
STORAGE — MOVING
Daily Intercity Deliveries. Pier Deliveries.
Custom Bonded Trucks. Licensed liquor carriers.
Local and Long Distance Moving.
Member May.W.A., C.W.A.

HARTFORD, CONN.

E. G. Mooney, Pres. J. G. Hyland, V.-Pres.
HARTFORD DESPATCH and WAREHOUSE CO., Inc.
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U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut and Massachusetts daily. Warehouses at Bridgeport, Conn., and Springfield, Mass.
Members: NFWA—AWA—ACW—AVL Agents

ATTENTION SHIPPERS

Often goods are damaged in transit. The warehouse carefully checks each incoming lot and includes carrier's inspection report with receipt for claim purposes. The goods always reach the customer in good condition.

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Established 1902
SILIENCE Warehouse Co., Inc.
HOUSEHOLD GOODS EXCLUSIVELY
Fireproof Warehouse
N.Y.A. C.W.A. C.M.T.A. C.O.C.

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M. E. Kiely, Owner
DAVIS STORAGE COMPANY
335 East St., New Haven, Conn.
Modern Fireproof Merchandise Warehouse
Private seven-car Siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed. Merchandise Storage.
Motor Truck Service to all towns in Connecticut.
Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts — Bonded with U.S. Customs.



THE SMEDLEY CO.
165 Brewery St., New Haven, Conn.
Members: AWA, NFWA, CWA
New Haven Chamber of Commerce, Hauling member
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Established 1860
THE E. J. KELLEY CO.
STORAGE WAREHOUSES
One of New England's Largest Transportation Companies
Household Goods Packed, Stored, Shipped.
Merchandise Storage and Distribution.
Pool Cars Distributed in All Parts of Connecticut.

WASHINGTON, D. C.

J. F. Rogers, Pres.
CALVERT & ROGERS, INC.
705 Columbia Pike—Arlington, Va.

Serving The Nation's Capital
General Mdse. & HHG Storage—Pool Car Distribution
Office Space for Agents & Brokers
Motor Freight Terminal

WASHINGTON, D. C.



Telephone ADams 5600
FEDERAL STORAGE COMPANY
1701 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)
Member—NFWA, AVL, WWA, CS&TA, DCTA

WASHINGTON, D. C.

Maurice Kressin, Mgr.
Manhattan Storage & Transfer Co.
639 New York Ave., N.W., Washington, D. C.
Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.
Lift vans local delivery.
Member Ind. Movers & Warehousemen's Assoc.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY
Security Storage Company
OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000
Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.
Members: NFWA, AVL, Canadian, British, French & German Assns.
1140 Fifteenth Street, Washington
31 Place du Marche St. Honoré, Paris

Motor Fleets Make Ready

(Continued from page 20)

first run of 50,000 to 70,000 miles, and even 100,000 miles on some of them. Most of the tires are recapped, from which the company expects to get about the same mileage again. About one-fourth of these tires then will take a second recapping, and a few a third. The secret of the exceptional tire mileage apparently is the high degree of "tire consciousness" which has been developed in the drivers. A number of the drivers are very proud to have driven for more than 2 yrs. without a single tire blowout.

The American company has given special attention to facilities for servicing tires at its new Chicago terminal which has about 600 ft. of loading docks which will accommodate 71 truck units at once and over which more than 1,000,000 lbs. of less-carload freight is handled daily. An air pressure pipe line, with a servicing outlet every 20 ft., extends entirely around this block. One man gives his exclusive attention to the daily inspection of all tires, and he is aided by a little hand servicing wagon which he can wheel easily about. When on the road, the drivers are instructed to test their tires about every 100 miles. The company has established along its main routes 6 tire depots stocked with emergency supplies of extra tires. These depots are so located that it is never necessary for a tire to be sent more than 65 to 70 miles to a stalled company truck. Company officials are also hopeful that the leading manufacturers of truck tires soon will take up this servicing idea, and that they will cooperatively establish like tire depots along all main trucking routes, these depots to be distributed so thickly that extra tires will always be available to highway truckers within distances of only 5 to 6 miles; and these supplies so handled that a trucker who needs such a tire will be able to charge it to his company account at headquarters.

Another servicing program recently set up by the American Transportation Co. is a brake testing department. The program is to route all company trucking outfits through this new shop once every 30 days. Two mechanics who are expert in such work devote their full time to it. The service also includes an overhaul job as needed for all wheels that are removed. The shop has been equipped with a new brake tester, a combination brake lining machine, and needed buffing machines and lathes. For the training of the mechanics, it is planned to take advantage of one of the new regional schools of instruction in brake testing and repair which will soon be set up in important trucking centers of the country by the American Trucking Associations, Inc., in cooperation with all leading manufacturers of motor vehicle brakes.

The Viking Freight Co. St. Louis, was featured at a recent all-day conference of the Business Development Section of the Central Motor Freight Assn., as having developed a model program for the promotion of its for-hire trucking services among the shippers of its territory. The company proved, through the frank talk by secretary-treasurer C. F. Weilbacher, that it was quite willing to reveal its methods in detail to all truckers—for the general good, of course, of the entire motor trucking industry, in its competition with other forms of transportation. Its sales program includes, as some of its chief features, a "customer record," a program for "planned sales calls," and a "daily call report." Mr. Weilbacher reported that, after 5 yrs. of experience, its "customer record" is costing the company some \$4,000 a year, but that it has credited it with having increased efficiency of the sales department by at least 10 per cent.

It came out, incidentally, during the discussion of Weilbacher's talk that the company is featuring in its

WASHINGTON, D. C.



Fireproof Storage Warehouses

SMITH'S

TRANSFER &
STORAGE CO., INC.

1313 You St. N.W.
Washington, D. C.
A.T.A.—D.C.T.A.—Board of Trade, Washington, D.C.

WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
City Delivery Service

Direct Switching Connections into Warehouse
Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest
Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise

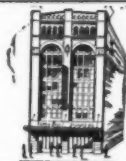
CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.

Member of American Warehousemen's Association

WASHINGTON, D. C.

Established 1901



UNITED ★ STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory issue, page 104)

Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

FLORIDA'S LARGEST WAREHOUSE



Union Terminal Warehouse Company

700 East Union Street

Merchandise Storage—Custom Bonded—Pool Car Distribution

Reconsigning—Trucking Service—Trackage 52 Cars

Reinforced Concrete—Sprinkler System—A.D.T. Service

Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice.

Members A.W.A.—A.C.-of-W.—J.W.A.

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"Your Tampa Branch House"

CALDWELL

BONDED
WAREHOUSES

MERCHANDISE—HOUSEHOLD GOODS

Member American Warehousemen's Assn.

TAMPA, FLA.

GULF FLORIDA TERMINAL CO., INC.

P. O. Box 2481

TAMPA, FLORIDA

Phone M-8151

Cold Storage—Air Conditioned Storage—General Merchandise Storage

Pool Car Distribution—U. S. Customs Bonded Warehouse—Precooling

PRIVATE DOCKS—Direct Steamship Service—Pan Atlantic Steamship Line,

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PRIVATE RAILROAD SIDINGS—Atlantic Coast Line, Seaboard Air Line.

FIREPROOF BUILDING—Sprinkler System. Insurance rate 14¢.

MEMBER—AWA—ARW—ACW

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TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.

TAMPA COLD STORAGE & WAREHOUSE CORPORATION

Loans on Stored Commodities. Sales Representation. Privately Bonded.
Pool Cars Handled.
Located in heart of Tampa. General Merchandise—Cooler and sharp freezer cold storage. Efficient distribution over entire state. Field Warehousing.

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380,000 Sq. Ft.
of Space

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WILLIAM J. EVE, Manager

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BONDED

CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION

Morgan and Water Streets, Tampa, Florida

ATLANTA, GA.

AMERICAN BONDED WAREHOUSE

Affiliated with

SOUTHEASTERN BONDED WAREHOUSES

"Better Warehouse Service"

651-653 Humphries St., S. W.—Sou. R. R.

Merchandise Warehousing Pool Car Distribution
Sprinklered A.D.T. Burglar Protection A.W. Am.



ATLANTA, GA.

SAVANNAH, GA.

BENTON RAPID EXPRESS

The Fastest Freight Service Between Atlanta and Savannah and Intermediate Points
CUSTOMS BONDED AND INSURED

Ask us to quote on all kinds of shipments received from and delivered to Steamship Lines—Serving the Port of Savannah

Principal Office
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BONDED SERVICE WAREHOUSE

COR. SPRING & PACKARD STS., S.W.

MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
MODERN FIRE PROOF BUILDINGS
C. OF GA. RY. SIDING

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"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses
A.D.T. Service Member: A.W.A.

ATLANTA, GA.

ESTABLISHED 1917

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

sales program "the reliability" of its trucking service. To maintain this reliability during the present period of increasing shipping congestion, the company has made special efforts to strengthen the shop maintenance and general servicing program. Other control features are tachographs on the trucks, with red warning lights for speeds beyond 35 m.p.h., in the interest of the economy and safe operation. Viking has monthly sales meetings for all local and highway drivers and workers, made so interesting that they attend on their own time. For handling extra tonnage, a bonus is paid beyond fixed quotas.

One special talking point of the salesmen of the Viking company in its motor freight selling talk, is a special effort being made by the company to combat loss and damage claims—that is, to eliminate as much as possible this trouble to the shippers. When a claim does occur, the company plans to have it completely adjusted and paid, if the fault is its own, within 3 days of the receipt of all needed factual evidence bearing on it.

The Olson Transportation Co., Green Bay, Wis., affords another example of an intensified preventive maintenance program by a large motor freight carrier. It has about 225 units of equipment operating in Eastern and Southern Wisconsin and Northern Illinois, with the chief terminals at Green Bay and Chicago. In its headquarters shop at Green Bay, the company has 12 mechanics, 8 of which are trained especially for overhaul work. As a result of the first 6 mos. of the recently established program intensified preventive maintenance, it is reported by A. J. Detrie, superintendent of operations, that fleet mileage costs have been reduced "by approximately 10 per cent." This is credited in part to the more thorough methods being used in engine exhaust tests for greater fuel economy; and the lessening of road failures and costly repairs through "the prevention of parts failures before they occur."

Olson's new shop program includes the continuous educational training of all shop workers, to help them to become more efficient at their specialized jobs and to maintain among them a high degree of interest in the work. Arrangements are made for informal talks and discussion periods, lead by visiting truck experts, etc. These talks include such practical subjects as welding, rings, carburetors, and others. The main machineshop is being operated on the basis of "unit job responsibility" with all work checked by a final inspection and a road test. At the company's Chicago terminal, 7 men give their entire time to the daily checking of all units before they start on a run, such checking requiring about 1½ hrs. for each truck.

The Roosevelt Cartage Co., which serves more than 300 suburban towns and cities within a radius of 40 to 50 miles of Chicago, has been preparing during the past year for the present shipping emergency by a change in its entire operating philosophy. It began through an analysis by president Ben Leventhal of its company operations. He first made a careful study of past road failures to his motor equipment. The company previously had accumulated a number of old and heavy units; and it had been the original policy to maintain all of these units completely in their own shop, including full overhauls. But Leventhal decided, as the result of his analysis, that it would be the better policy to change his fleet gradually to lighter units which also would aid in speeding deliveries to the many metropolitan points he was serving and adding new deliveries. He decided that it would be a better policy also, to turn in systematically all equipment before the mileage was too great; and thus cut off the greater part of his former shop maintenance work and also eliminate a large percentage of former road failures. Road failures in many instances had been due to the tires on his vehicles; much heavier tires and more careful attention to tire upkeep solved the problem.

(Continued on page 63)

SAVANNAH, GA.



Savannah's only bonded warehouse
SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY,
 BAY STREET EXTENSION & CANAL,
 Post Office Box 1187
 General Storage—Distribution—Resigning
 Custom House Brokers—Custom Bonded
 Regular steamship service from principal
 Eastern, Western & Gulf ports—track con-
 nections with all rail and steamship lines.
 R. B. Young, President.
 F. J. Robinson, Vice-President.
 Members—A.W.A.—A.C.W.



HONOLULU, HAWAII

WHEN SHIPPING GOODS TO
HONOLULU

Consign to us and the same will be given our best attention.
 Modern Concrete Warehouses. Collections promptly remitted.
 Correspondence Solicited

CITY TRANSFER COMPANY
 Cable Address: LOVERINO, HONOLULU

BOISE, IDAHO

Concrete Building—Low Insurance Rates

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
 Negotiable Warehouse Receipts Issued
 Pool Car Distributors
 Private Siding U.P.R.R.

304 S. 16th St., P.O. Box 1656, Boise, Idaho



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SECURITY WAREHOUSE

1210-1212 Commercial Ave.

General Merchandise Storage and Distribution

Pool Cars Distributed

Illinois Central R. R. siding, free switching from Big Four, Missouri
 Pacific and Mobile & Ohio railroads
 Licensed and Bonded I. C. C. 129

CHICAGO, ILL.

Combine your Chicago Office
 and your Warehouse

at **ANCHOR.** The best

location in Chicago—across the street from Tribune Tower and
 only three minutes from the loop.

You will find here every facility for the efficient storage and
 distribution of your merchandise.

Re-shipping facilities second to none—direct tunnel connection
 with all railroads eliminating cartage. Private switch on C&NW

Railway—delivery platform inside the building—private dock on
 Chicago River outside all bridges—lighterage connection with
 rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street

CHICAGO

Represented by
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CHICAGO, ILL.

22 Years of Reliable Service

Available Storage and Moving Company, Inc.

Storage—Packing—Shipping
 Local and Long Distance Moving
 7732 Stony Island Avenue
 Telephone—Saginaw 4700

Agts.: Aero Mayflower Transit Company



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CHICAGO'S LOOP WAREHOUSE
C & A TERMINAL CO.

358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
 Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
 Post Bldg. for economical and speedy handling of Parcel Post shipments.

GOLDEN



JUBILEE

1891 1941



DOWNTOWN WAREHOUSE

Most Centrally Located

2 Blocks from New Union Station
 Canal & Harrison Sts.

CHICAGO, ILL.

Tunnel and Trap Car Service

Liberal Loans Made on Staple Commodities

OPERATING SPACIOUS STORAGE WATER DOCK
 FACILITIES AT THE NAVY PIER

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

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Capacity 1200 Carloads

Insurance Rates as Low as 12c

OPERATING SPACIOUS WATER FRONT WAREHOUSE
 AT 103RD STREET & CALUMET RIVER

Also operate three modern warehouses in Kansas City
 and the Overland Terminal Warehouse Company at
 Los Angeles, California



SOUTHSIDE RESHIPING WAREHOUSES
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CHICAGO'S MOST MODERN
 WAREHOUSES

For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

GOLDEN JUBILEE
1891 1941



Our huge connected modern warehouse units are located centrally with respect to All Chicagoland—on private well paved streets—with ample parking and loading spaces, including second floor level roadway and truck elevators.

Here are swift freight elevators, plenty of them—natural light on all sides—clean modern quarters for offices or light manufacturing use—heat and power as required.

Whatever your space needs, in extent or arrangement, come first to see these modern units "Central to All Chicagoland" and learn more about these and other features which recommend them.

CENTRAL
STORAGE & FORWARDING COMPANY

2001 West Pershing Road . . . CHICAGO
Telephone: LAFayette 5628

CHICAGO, ILL.

MIDLAND



A complete warehouse organization fully equipped to handle merchandise rapidly and economically

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Outbound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express and Truck Lines on premises.

Inquiries Invited on Storage, Office and Rental Requirements

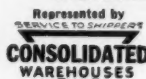


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1500 South Western Avenue,
Chicago, Ill.

CHICAGO, ILL.

CURRIER-LEE WAREHOUSES, Inc.



427-473 W. ERIE ST.
Complete Facilities for Merchandise Storage and Distribution

CHICAGO, ILL.

NATIONAL VAN LINES INC.

2431 IRVING PARK RD.

Interstate moving of H.H. goods—Nationwide agents and warehouse facilities in all key cities. I.C.C. Permit 242866

We specialize in pool car shipments of H.H. goods coast to coast in padded freight cars—No crating necessary—Low rates. Consign your shipments to our nearest warehouse. We will reship

TO TRAFFIC MANAGERS: Our tariff is very low. Wire or write us when transferring personnel.
New York City: 1775 Broadway Los Angeles, Calif.: 447 Commercial

CHICAGO, ILL.

Member A. W. A.

Griswold-Walker-Bateman Co.

1525 NEWBERRY AVE.

CHICAGO

- Modern Buildings.
- Low contents insurance.
- Reshipping, city deliveries
- Vacuum fumigation of food stuffs, tobacco, etc.
- Cooling Rooms
- Direct track connections with C&NW, B&O, Soo Line, PM, CGW, and B&OCT Railroads.
- Write for your copy of "The Way to Distribution."

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For Personalized Warehousing

PRODUCERS WAREHOUSE CO.

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THOMSON TERMINALS INC.

346 W. Kinzie St. C. M. St. P. & P. R. R.

BROKERS REPUBLIC WAREHOUSE CO.

409 W. Ontario St. C. M. St. P. & P. R. R.

Prompt Deliveries

Advances Made

CHICAGO, ILL.

Member: N.F.W.A.
Allied Van Lines

Serving Chicago & Suburbs For Over 35 Years.

Consign Your Shipments To

JOYCE BROS. STGE. & VAN CO.

Main Office 6428 N. Clark Street
Rogers Park 0033



Four Billion Dollars

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to January 15, 1941

Motor Fleets Make Ready

(Continued from page 60)

Today the Roosevelt fleet is mostly comparatively new 14-ton trucks and tractors. The engines are turned at about 150,000 miles or less. Leventhal states that he has only one-third as many road failures; has reduced his insurance costs by about 25 per cent; and lowered the costs of loss and damage claims about 50 per cent. He thus has made a substantial reduction in his gasoline and tire mileage costs, and general costs of operation. One of his new methods in the safety training of his drivers is the occasional "trailing" of some of them with a moving picture camera. The film is shown at a general meeting of all drivers, who naturally take a great deal of interest in seeing it. Once a month he also calls into his office, one at a time, all the drivers who had serious accidents during the month. Each driver is given opportunity to "explain" why he had his accident—but the driver will not know that all he is saying is being recorded on a hidden wax cylinder. When the accident explanations of all the drivers have been assembled, the replaying of these records also afford very interesting entertainment for all of the assembled drivers. As an incentive to safe driving, the company each month sets aside a general safety bonus of \$100; and every 3 mos. the accumulated \$300 is divided equally among all drivers who have had no accidents during this period.

It is safe to say, as a general summary based on these accumulated company examples, that there is a great deal of well-planned activity among operators of motor fleets to adapt themselves to the defense shipping needs of the day. And it seems certain that these activities are definitely in the direction of more efficient and safer operations by the motor trucking industry.

Of course, there has been considerable public debate as to the "safety" of some particular kinds of trucking operations which have been increasing rapidly during the new "national defense" period. One example is the highway safety of the big haul-away outfits for the delivery of new passenger automobiles and light trucks from the factory direct to local dealers. It is the claim of such operators that there is a usual saving of considerable time in this method of delivery, as compared with rail delivery. Also, there is a usual labor saving to the dealer of from \$2 to \$5 per car, since the dealer usually must accept a rail shipment at some distant freight yard, and the cars usually arrive with wheels, batteries, etc., removed. It is also argued that there is considerable "advertising value" to automobile manufacturers and dealers in having their newest models of cars transported by motor truck along the highways and through the streets to the dealer's very door.

From the viewpoint of the "public safety" angle, the matter was recently stated in an interesting manner by Governor Wilson of Iowa. This was in a veto message on May 9, 1941, in which he stated his reasons, after a public hearing on the subject, for his disapproval of a bill passed by the Iowa Legislature which would have restricted such hauling.

"It is unwise, unless for the safety of the public," the veto message concluded, "to curtail the free interchange of commodities. It is my considered opinion, after careful investigation and from matters presented at the hearing, the facts do not warrant or sustain this bill as a safety measure."

"Transportation is not only a necessary element of our local security, but is of ever-growing importance in our national defense. It is not statewide, but nationwide. The time is not appropriate for reduction of our transportation facilities, whether for commerce or defense, for the two are inseparably linked. Rather, it is a time for expansion, and well may it be so at a time when we do not know what the morrow may bring

GOLDEN JUBILEE

1891 1941

Come to North Pier Terminal



NORTH PIER TERMINAL

Largest warehouse in the Great Central Market territory.

Especially adapted for combination of office and warehouse or factory. • Splendid shipping facilities including all phases of transportation. • Rail, water, tunnel, truck. • Track capacity 150 cars. 2500 feet of dockage for boat unloading. • Direct water service from Eastern Seaboard, Gulf and Canada. • Direct free tunnel connection all railroads. • Free consolidated pick-up service for 135 highway truck lines. • Low insurance rates. • Heavy floor load. • Ample free parking. • Good local transportation. • Our general storage division operating in separate buildings with same facilities. • Storage in-transit, pool car distribution, customs bonded. • Write for monthly publication, it is free, no obligation to you.

North Pier Terminal Co.

589 E. Illinois St., Chicago—SUP. 5606

New York office: 25 Beaver Street, Tel. HAN. 2-1172

CHICAGO, ILL.

RAILWAY TERMINAL & WAREHOUSE CO.

444 WEST GRAND AVENUE, CHICAGO, ILLINOIS

Ontario Warehouse Co., 425 West Ontario Street

Two Warehouses close to the Loop. Direct railroad connections.
U. S. Customs Bonded. Low insurance rates.

CHICAGO, ILL.

"CONSIGN YOUR SHIPMENTS TO ME

DEPEND ON FRED REMER

ALWAYS ON THE JOB TO SERVE YOU"

REMER STORAGE & VAN CO.

5822-5824 N. WESTERN AVE.

Commercial Hauling & Moving in Chicago & Suburbs for 33 Years

See Our Ad in January Issue



CHICAGO, ILL.

John F. Seng
President

WABash 6852

John J. Egan
Vice-President

SENG WATERWAY WAREHOUSE

One Half Million Sq. Ft. of Modern Warehouse Space.

Warehousing-Brokers Offices. U. S. Customs Bonded Stores.

Shipments received and dispatched by water - rail or truck. Private track of Pennsylvania R. R. direct into Warehouse. In the heart of downtown Chicago.

310 West Polk St.

One block from Main U. S. Post Office



For the convenience of shippers, this section is arranged alphabetically by states, cities and firms.

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Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—Fireproof**"THE
ECONOMICAL
WAY"**Represented by
National Warehousing Service

CHICAGO, ILL.

For Distribution in CHICAGO Use

SYKES SERVICEFully sprinklered warehouse building for merchandise
storage exclusively.Centrally located—only 12 minutes from the loop.
Complete warehouse service with personal supervision.
Pool Car Distribution**SYKES TERMINAL WAREHOUSE**

929 West 19th Street

Chicago, Ill.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

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Warehouse Space**In Chicago's finest warehouse. Clean, light, airy, and in
addition, offering every advantage for efficient receiving,
shipping and reshipping. Spacious loading and un-
loading platforms—track space for 360 railroad freight
cars—70 foot covered driveways practically surrounding
the building.Located on the edge of Chicago's famous Loop and
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Western Warehouse is in the heart of all business activ-
ity. Write for complete information.**WESTERN WAREHOUSING COMPANY**

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SHIPPERS**Warehouse receipts can be
used for financing. This is
considered excellent col-
lateral by banks and these
assets are separately con-
sidered.

or require. I cannot see the wisdom of curtailing a
transportation method which, so far as I can learn,
is fully satisfactory to manufacturers, dealers and con-
sumers.

"Therefore, I disapprove of House File 176."

Food Distributors Discuss Trucks*(Concluded from page 21)*

siderably in the past year to keep pace with modern
developments in production and transportation.

A. E. Stevens, vice-president of Frosted Foods Sales
Co., New York, in an address at a "Frosted Foods
Luncheon" session, declared that "Progress in the
frosted foods industry appears inevitable, because we
are making possible new efficiency in food distribution
without taxing resources needed for national defense."

Ten years ago, Stevens said, 36 stores were handling
Birdseye frosted foods, while last year between 18,000
and 19,000 retail stores handled frosted foods of all
brands. "But there are still 380,000 retail outlets yet
to go," he added.

In discussing the prospect for increased consumption
of fish and shellfish, Hugo Nilson, of the Division of
Fisheries, U. S. Dept. of the Interior, said the great
advances in transportation and refrigeration made in
recent years should increase the availability of desirable
quality fishery products. Before the present national
consumption of about 3 billion pounds annually can be
materially increased, he declared, the problem of distribu-
tion and packaging is the major hurdle to be passed.
—Slawson.

**23,000,000 Tons of Waterborne
Chicago Traffic in 1941**

Waterborne cargoes entering the Port of Chicago
during 1941 will total 23,000,000 tons, according to
estimates of tonnage prospects recently released by Col.
Charles Keller, army engineer in charge of the district.
This will be an increase of nearly 4,000,000 tons over
the 1940 figure and 7,000,000 tons above the 1939 figure.
Last year, Col. Keller said, 3,256 steamers, 1,028 motor
vessels and 1,633 barges entered the Chicago port, in-
cluding the downtown harbor and the south side Calumet
harbor. Net registered tonnage of these ships and
barges totaled 9,053,629 tons. They carried 19,894,060
tons of cargo into Chicago and an additional 433,333
tons through the port to other points.

In his report covering future tonnage and tonnage
prospects, Col. Keller also predicted a considerable ton-
nage increase on the Illinois river section of the Illinois
waterway.

"Unless the upward trend is reversed for some unforeseen
reason," says his report, "the Illinois river section of the
Illinois Waterway should carry a total tonnage during 1941
of approximately 4,250,000 tons, as against 3,745,294 tons
during 1940. The tonnage this year probably will exceed by
at least 2,500,000 the tonnage carried on the entire Illinois
waterway system in 1935."

"From all indications the 1941 tonnage on the entire sys-
tem should be approximately 6,300,000 net tons, compared to
5,729,356 for 1940."—Slawson.

**Chicago-Des Moines
Overnight Service**

Overnight l.c.l. freight service between Chicago and
Des Moines, Ia., is being provided by the Chicago &
Northwestern and the Chicago, Rock Island & Pacific
Railroads, each of which is utilizing regular passenger
trains for moving their package cars. Deliveries are
made at consignee's door at the opening of business next
morning from Chicago, as compared with afternoon
deliveries heretofore.—Slawson.

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tered at strategic spots throughout
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Located only ninety miles from the country's center of popula-
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the American Barge Line, Mississippi Valley Barge Line, Union
Barge Line and independent towing operations.

Merchandise and food commodities of every description, from
every part of the globe, can conveniently reach, be economically
stored, and then efficiently distributed from Evansville.

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INS RR; exp. 50 cars. Located within Chicago switching district. Transit privileges.

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Distributors Terminal Corp.Merchandise Storage and Distribution a Specialty
Pool Cars SolicitedMotor Trucks for Store Door Delivery. Our clients do the selling—We
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Storage.Modern Brick Warehouse, Sprinklered 80,000 Square Feet.
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All Modern Facilities For Efficient Warehousing
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Merchandise and Household Goods Storage
Private Siding—Free switch from any R.R. entering
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48 years' warehousing nationally known accounts
gives you Guaranteed Service
Daily reports of shipments and attention to
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MERCHANDISE & FURNITURE STORAGEPool Car Distribution
Special Heavy Equipment for
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ONE HUNDRED FIFTH AVE.Siding C. R. I. & P. Ry., Free Switching from any R. R.
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WHITE LINE TRANSFER & STORAGE CO.120 S.W. 5th Ave.
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Merchandise & Household Goods Storage

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Lowest Insurance Rate. Pool Car Distribution. Private Siding. Free
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SHIPPERS**The warehouseman will keep
you informed of local tax, legisla-
tive and labor conditions, which
mean real money to the manufacturer.

The Motor Truck in National Defense

(Concluded from page 23)

street. Hours, yes days, saved in delivery time may be profitably turned into selling time.

And finally, motor trucks have widened, are widening, and will continue to widen the sales territory of those who use them. The farflung operations of these great motor truck fleets bring them daily, and on schedule, to towns and sections touched by no other freight service. Nor may it be expected that even a national emergency will throw the smooth running mechanism of the motor freight industry into a state of panic. This belief is confirmed by Rodney Crowther in the *Baltimore Evening Sun* of Dec. 24, 1940, when in discussing the truck industry in the defense program, he said, "The transportation structure of the country today has achieved a degree of coordination and a state of flexibility which suggest that it will constitute no bottleneck to rearmament, but on the contrary, probably will be one of the really vital elements in whatever speed and efficiency are achieved."

Already, the industry has taken steps to form an emergency trucking corporation designed to handle a fluctuating pool of truck and trailer equipment so as to keep the demands on any one type of equipment at a minimum, so that in turn the normal operations of each motor freight line or truck operator would be least affected. In other words, little if any change is anticipated in normal scheduled motor freight operations because of a wartime emergency.

One of the most vital roles to be played by the motor truck in national defense is that of the tank truck and tank truck train. These gasoline carrying units have a capacity of 8,000 gal. each; they have been assigned the important duty of servicing the aviation fields. Recent experiences in London have shown that only motor facilities offer a flexible service for the planes of the Royal Air Force. By using these units, the hazard of having large storage tanks on the air fields, which have been the cause of serious fires, destroying millions of dollars' worth of equipment, has been entirely eliminated.

Because a great number of tank ships have been sent to England, there has developed a serious shortage of transportation facilities for oil and gasoline in the United States. Since it would take quite some time to replace the marine tankers, all transportation will have to be by land, and motor trucks will necessarily play a definite part in supplying fuel to aviation fields.

And so they roll over the highways of the Nation, playing an important role in the national defense industrial activities, or even lending assistance in the movement of troops and supplies, as well as moving freight with greater overall speed, flexibility, and economy than any other transportation system. Tonight, the movies that millions of Americans will enjoy—including the up-to-the-minute news reels, will be delivered all over the Nation simultaneously by motor truck. No delay, no shunting onto side-track, no alteration in schedule as these trucks and trailers roll on—day and night—carrying the products that make the American standard of living what it is today, and doing their bit in national defense.

Chicago Port Handbook

The Chicago Assn. of Commerce is distributing its 1941 edition of the Chicago-Interstate Port Handbook, containing information on all port facilities along Lake Michigan from Waukegan, Ill., to Michigan City, Ind. Copies are available at 1 No. LaSalle St., or from the Chicago Regional Port Commission, 20 No. Wacker Drive, Chicago.—*Slawson*.

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222,000 sq. ft. of floor space in buildings of brick-concrete-steel construction. Chicago-Great Western R.R. siding with 10 car capacity. Connections with Federal Barge Lines.

Floor loads 500 lbs. per ft.

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Storage, industrial and office space
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TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE

Private Switch Connections AT & SF, CRI & P, U.P. and M.P.

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Brokers Office & Warehouse Co.

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Serve your customers in the Louisville territory promptly from stock kept in this modern, clean warehouse. The personal attention we give each account will bring in those repeat orders.

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944,000 SQUARE FEET

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Gen'l Mdse. — H. H. Goods

Four Billion Dollars

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to January 15, 1941

Rails Prepared, Says
Gormley

American railroads are moving the freight traffic of the Nation with an efficiency, dependability and smoothness never before attained, M. J. Gormley, executive assistant of the Association of American Railroads, told the Foreign Trade Association of the San Francisco Chamber of Commerce on Sept. 15.

"There will be no difficulty," Mr. Gormley said, "in handling all transportation and materials for the preparedness program and without interference with the movement of ordinary commercial traffic. We have every reason to expect a continuation of the excellent cooperation shown so far by government authorities, shippers and all others interested in getting the greatest possible use out of the equipment available.

"Because of expenditures amounting to approximately ten billion dollars for improvements of every kind but particularly for equipment, the railroads since 1923 have made a vast increase in operating efficiency, particularly in recent years. In the first 6 mos. of 1941, for instance, every freight car owned by the railroads has performed approximately three-fifths more transportation than in 1918 and one-third more than in 1929, the year of heaviest traffic.

"This is one of the reasons why freight traffic in 1941 which has been greater than in any corresponding period since 1930, has been moved without car shortage or other difficulty. There have been, of course, some delays in unloading freight cars but, when compared with the total volume, it is very small. We have every hope that the performance in 1942, with the anticipated heavier traffic, will be even better than it has been in 1941.

"There is no limit to the capacity of the railroads to move the traffic of the Nation, so far as their physical plant is concerned. It can be increased to any extent necessary by the mere addition of equipment without the addition of other facilities."

Mr. Gormley said that despite the heavy grain crop and the added complication growing out of the necessity for the movement of great quantities of old wheat from storage points in the West in order to make room for new grain, grain this year has been handled without delay and without car shortage.

"I am unable to give you figures as to the diversion of traffic that has taken place from the Panama Canal lines to the railroads. Such traffic, however, has been handled without difficulty or delay. Analysis of all traffic moving through the Panama Canal discloses the fact that if the intercoastal traffic were diverted to the rail carriers, it would amount to 319,964 carloads per year. This is equivalent to more than half of the total tonnage that might be diverted. It should be remembered, however, that a very considerable portion of this traffic already is moved by rail to and from the ports on the Pacific and Atlantic coasts. Furthermore, if the total traffic moved via the railroads, according to our best estimates, it would require the services continuously of approximately 33,600 cars; for the intercoastal traffic alone, it would require 17,500 cars in continuous service."

American railroads, Mr. Gormley said, not only have fewer freight cars in need of repair today than ever before on record, but they put in service in 1939 and 1940 and plan to install in 1941 and 1942 a total of 310,000 new freight cars, plus replacement of cars retired, estimated at 30,000 for the current year.

"There will be put in service this year," Mr. Gormley continued, "approximately 20,000 less freight cars, however, than were expected, due to the fact that the car builders and the railroads have been unable to get sufficient materials to carry out the program as planned. There is sufficient car building capacity to produce all of the cars called for by the railroad program if the steel and other materials needed for that work could have been procured. We have been given the priority ratings that should produce the materials. All we lack is the performance under that priority.

"I believe the railroads' need for this material will be so apparent to all concerned that it will be supplied to avoid hampering the railroads in handling the traffic."

Davidson to Build
New Main Plant

The Davidson Transfer and Storage Co., Baltimore, Md., has acquired a tract of land on the Philadelphia Road, East of Debelius Avenue, as a site for a new main building. The land has a frontage of 450 ft. and a depth of 600.

The property now occupied by the Davidson company at 400 Key Highway has been acquired by the Suburban Carbonated Beverage Co., Baltimore, and will be used by that company after Davidson vacates.—Ignace.

ALEXANDRIA, LA.

B. F. HENRY, Pres. HARRIET POWARS, Secy.-Treas.

Rapid Transfer and Storage Co., Inc.

1056-1058 WASHINGTON STREET

Merchandise and Household Goods Storage

Pool Car Distribution

Ship via R.I. Ry.—So. P.—L. & Ark. Ry.—Mo. P. and T. & P.

Agents for Allied Van Lines, Inc.

Member NFWA-SWA



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Commercial Terminal Warehouse Company

INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.



New York—Chicago

Storage Cartage Forwarding
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and Grading and FumigatingOffice 402 No. Peters Street
NEW ORLEANS LOUISIANA

SHREVEPORT, LA.

RESPONSIBILITY & SERVICE

Offering Three Combined & Complete Services

MDSE. DISTRIBUTION: We distribute many pool cars MDSE. for National Shippers. Expert in charge MDSE. DEPT. gives prompt service all details. Fireproof type construction; sprinklered, clean storage. Inquiries solicited.

HOUSEHOLD GOODS DIVN.: Dept. Mgr. in charge assures prompt accounting—remittances and careful handling. Pool cars or long distance deliveries. Reciprocity to Warehousemen over U. S. A.

HERRIN MOTOR LINES, Inc. Regular deliveries MDSE. from Shreveport to New Orleans, Mobile, Natchez, Monroe, Alexandria and Baton Rouge—intermediate points.

COMPLETE SERVICE — INQUIRIES INVITED

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andle
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Terminal Warehouse & Transfer Co., Inc.

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Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet. Distribution of Pool Cars. Transfers Household Goods.

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Complete Warehousing and Distribution Service for New Orleans and its territory.

200,000 square feet of storage space with truck room for 30 cars at one placement. Fully licensed and bonded for your protection.

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Same Management Bienville Warehouses Corporation



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Douglas Public Service Corporation

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Sprinklered storage—
1,050,000 square feet.
Mdse. and Furniture.
Switch track capacity—
100 cars.
Nine warehouses convenient to your trade.
Loans made against negotiable receipts.
Trucking Department operating 105 trucks.
Insurance Rates 12¢ to 45¢.

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McLAUGHLIN WAREHOUSE CO.

Established 1875

Incorporated 1918

General Storage and Distributing

Rail and Water Connection—Private Siding

Member of A.C.W.—A.W.A.—N.F.W.A.—Agent A.V.L.

PORTLAND, MAINE

Atlantic Storage & Warehouse, Inc.

P. O. Box 784

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Warehousing and Distribution of General
Merchandise except
goods detrimental to foodstuffsModern construction
Sprinkler system protection

Insurance rate 16 1/2 c

A.D.T. Automatic Burglar System

Storage in transit privilege on flour, canned goods, potatoes, paper and paper bags
Warehouse space for rent, office or desk room

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Mass. Warehousemen Discuss Handling Rates

Members of the Massachusetts Warehousemen's Assn. found the discussions at the August meeting held at Springfield so resultful that in the future it may be the policy to have a combination of a monthly meeting and a regional meeting outside of Boston. Providence, Hartford, Fall River, New Bedford, Portland and Worcester are contemplated.

Among the many subjects discussed at the Springfield meeting, the one on cost of handling, the committee chairman of which is Paul D. Burrill, Quincy Market Cold Storage & Warehouse Co., Boston, was of particular interest. Mr. Burrill brought his subject up-to-date by reviewing the various steps advocated by the committee since May. Four types of information have been sought:

1—A list of members' ledger accounts with an indication as to whether these accounts are ultimately posted against storage, handling or overhead, and in what proportion overhead is divided between storage and handling.

2—A figure showing the percentage paid for direct labor, compared to the amount of handling income—and a 2nd figure showing the percentage of total handling expense (including direct labor, indirect labor and handling overhead) to handling income.

3—The man-hours required to unload and pile in warehouse 3 types of commodities with information on dimensions, weight per unit, number of units and total weight.

4—The time required in a warehouse office to handle an order, including all operations having to do with the handling of an order—and also the time of warehouse personnel to handle a small order—and the cost.

Mr. Burrill quoted aggregate and average figures received in reply to these questions, particularly Nos. 2 and 3, from which it appears that the handling rates are in general far below actual cost of operation. In many cases the total handling income does not meet the direct labor payroll, to say nothing of any handling overhead. It is likely, he stated, that a bare rate of 75 cents per hour means at least \$1.20 per hour for purposes of figuring, and on the basis of some returns should mean more than \$1.50 per hour. He stated further that the carload tariff in its tabulations was based on carload quantities in and out and that though the "in" part may be satisfactory, the "out" part is now split into comparatively small deliveries. As a result, warehousemen should move their quoted handling rates over by a column or two to provide for this so-called package delivery.

The cost of handling committee will continue its work and will ask the members for information regarding deliveries so that perhaps definite recommendations can be made.—Wellington.

Miami Cold Storage Warehouse Being Planned

A \$500,000 cold storage plant at Miami, Fla., is being planned. The warehouse will be 3 stories high, 100 by 300 ft., with a live load capacity of 250 lbs. per square foot. Perishables requiring temperatures from 30 deg. below to 60 above will be stored in the building which will have 4 large freight elevators, a rail siding 575 ft. long and a dock which will handle 5 cars at a time. Backing the project are Charles P. Nieder, Miami architect; M. J. Orr, real estate man, one other unrevealed Miami resident and 2 Northern business men.

Great Lakes Unification

Hearing in Finance No. 13378, application of Great Lakes Transit Corp. for authority to acquire control of Minnesota-Atlantic Transit Co., through ownership of stock, and consolidation or merger of the franchises and certain properties of Minnesota-Atlantic under ownership, management and operation of Great Lakes, was held Sept. 4 before Examiner Molster, of the Commission.

According to the application, all the outstanding stock of Minnesota-Atlantic, consisting of 1,000 shares

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A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

of common, is owned by the Terminals & Transportation Corp., Buffalo. Terminals also owns substantial dock and terminal facilities in the port of Buffalo. Great Lakes seeks to acquire control after Minnesota-Atlantic has first disposed of its vessels and most of its other property to the Terminals Corp. Under the proposed transaction, Minnesota-Atlantic agrees to withdraw from lake service all vessels now operated by it, and Great Lakes agrees to place in operation in such service equivalent tonnage capacity of its own. If the transaction were consummated, Minnesota-Atlantic would have buildings, equipment, etc., at Duluth, having a depreciated book value of \$640.49.

Merill Shepard and Ansley W. Sawyer represented Minnesota-Atlantic at the hearing. Great Lakes was represented by John J. Meegan, its secretary-treasurer, and Frank W. Sullivan. The Duluth Chamber of Commerce, represented by F. S. Keiser, proposed the transaction.

Mr. Meegan said that Minnesota-Atlantic's corporate existence was to be continued for its value, name and good will and possibly to act as stevedore at Duluth.

Mr. Sawyer testified that the applicants were met by the facts of diminishing tonnage and increasing expenses, without any opportunity to increase their publicly regulated income to compensate for those adversities.

"It has been that combination of decreasing tonnage and increasing costs that prompted the 2 competing applicants to seek some solution in unification," said Mr. Sawyer. "Many plans were discussed before an agreement was reached upon the arrangement involved in the instant application."

Consummation of the transaction, Mr. Sawyer said, would leave Great Lakes as the only carrier in package freight trade in the services via Lake Superior and the eastern Lake Erie ports. The acquisition of the stock of Minnesota-Atlantic, he added, would entail an expenditure estimated at \$649.87.

Mr. Keiser testified that the transaction, if consummated, would kill competition. He said the chamber would be left with only one boat line and consequently "poor service."

**Mo. Warehouse Group to
Discuss Defense**

When the Missouri Warehousemen's Assn. holds its annual convention in Columbus, Mo., in October (definite date not decided), it will give serious consideration to warehousing's place in the present national defense picture.

Wilson V. Little, executive secretary of the American Warehousemen's Assn., will speak on price priority rules and their possible effect on the warehousing industry, according to Frank T. Cole, president of the merchandise division of the group.

Cost accounting and rate procedure will also be discussed, with warehousemen from Illinois, Iowa, Kansas and Nebraska in attendance. Wilfred Long, St. Louis, is president of the state association.—S. Smith.

**6-Mo. Extension on Shipping
Documents in Argentina**

The normal period of 60 days allowed for the later presentation of missing shipping documents in Argentina, as a result of delays occasioned by present world conditions, has been extended to 6 mos. In such cases the consignee may clear merchandise without presenting the bill of lading, consular invoice, or certificate of origin, providing that he signs an agreement accepting responsibility for their later presentation. This agreement must be countersigned by a banking institution.

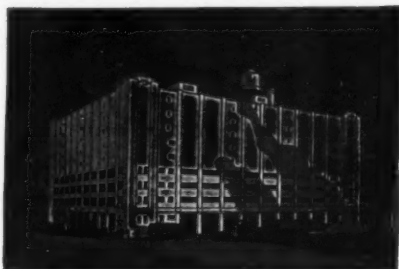
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Experienced Organization and Equipment for
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Distribution Cars are so handled as to
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Efficient, Complete Merchandise Warehousing Service

Office—1422 ST. LOUIS AVE.
(West 10th Street)

In Center of Wholesale and Freight House District

Ribbon of Concrete

(Continued from page 37)

All of the 7 countries to be served by the Inter-American Highway are capable of much greater internal development than now exists, and further substantial progress in each is largely dependent upon the expansion of systems of internal communications. These countries have long depended mainly on coffee, bananas, and cocoa as their chief agricultural resources. The completion of the main artery of the Inter-American Highway, connecting with an impressive network of routes reaching into every section of the United States, will encourage the raising of other agricultural products common to the temperate and tropical zones. Mining prospects are in existence which remain almost valueless without improved means of transportation. The same is also true of large stands of valuable hard woods.

It is predicted that a huge rubber industry may be stimulated in South America once roads penetrate certain jungle sections, while Guatemala may become a huge base for camphor, since camphor trees are growing wild in the country's interior. The development and promotion of other important raw products such as kapok, hemp of the Manila type, medicinal plants, and strategic minerals now secured from the Far Eastern and African tropics is one of the outstanding possibilities as better communications are provided and larger and favorable areas are made accessible.

In Central America, thousands upon thousands of tropical and temperate acres lie uncleared and idle, due partly to lack of initiative and capital, partly to specialization in growing coffee and bananas, and partly to inaccessibility. This isolation and lack of colonization have operated to retain old and primitive methods of Spanish colonial days in agriculture, in the handicrafts, in preparing goods for market, and most seriously of all, in methods of transportation. Lands made available by improved roads will afford opportunity for development by colonization and diversification of products.

Central America is a land of contrasts. Mountain plateaus rise from tropic lowlands. Large cities adjoin vast areas of low population but of great potential productivity. Here is a field ripe for commerce and agriculture and the flowering of the human spirit, and all that has been lacking to make it more fruitful is an adequate means of communication. The development of a new method of transportation, more flexible and less costly in the first instance than railroads, has made it possible to reach heretofore inaccessible regions.

That the Inter-American highway will create an irresistible urge for lateral roads which will throw open the potentially rich agricultural regions of Central America is amply attested to by the subsidiary road development which is following Panama's extension of its national highway toward the Costa Rican frontier, and as shown in some measure by the development from Guatemala's national highway of pioneer roads into a few of its hitherto inaccessible lands. Another of the accruing benefits of the proposed highway would be its value in serving as a ground line to guide air service to aid in the location of airports, and to connect with emergency landing fields.

It is probably safe to assume that the ultimate completion of these far-reaching routes, stretching into the countries of Latin America, has been thought of as an automotive sales outlet, as a tourist attraction, and as a stimulator of trade-in-general, destined to do more to create cordial relations and brisk exchange, than would all the diplomacy and "good-will" visits and "flights" that could ever be devised. As a missionary, a highway has no equal. Good roads make for good neighborliness, and good neighborliness makes for better trade relations. It is, therefore, not surprising

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LOWEST INSURANCE RATES
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IN THE HEART OF THE FREIGHT
HOUSE AND WHOLESALE DISTRICT
Operating
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house, Terminal Warehouse

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STORAGE AND DISTRIBUTION



300,000 sq. ft.
Trackage on
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Truck docks—
Low Insurance

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MERCHANDISE STORAGE — GENERAL CARTAGE
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Private sidings U.P. and C.B.&Q. Rys.

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Most modern warehouse in Kansas
City with excellent facilities for
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ST. LOUIS, MO.

RUTGER STREET WAREHOUSE, INC. MAIN & RUTGER STS.

A.D.T. Burglar Alarm.
200,000 Sq. Feet of Service
BONDED Low Insurance

Merchandise Storage and
Distribution.
Truck Connections with All
Rail and River Lines.

Offices:
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"SERVICE THAT EXCELS"

Organized to serve you satisfactorily.

200,000 square feet storage space.

A.D.T. Protection—Low Insurance Rates

Sheltered delivery platform city block long.

State—U. S. Customs Bonded.

Pool car distribution—Liquor storage.

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Your inquiries will be given prompt attention.



ST. LOUIS TERMINAL WAREHOUSE CO.
826 Clark Avenue St. Louis, Mo.

GOLDEN JUBILEE
1891 1941

COMPETENT

• A one-word description of the personnel of our thirty-eight-year-old organization, which is operated on the theory that its trained and experienced employees are its greatest asset, despite a large investment in buildings and modern handling equipment.

Consign cars to yourselves in our care via any railroad entering the city. Terminal Railroad Association delivery: Reciprocal Switching.

S. N. LONG WAREHOUSE
ST. LOUIS, MO.

USE LONG SERVICE
from shipper to market

**COMPACT
COMPLETE
COMPETENT**

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1891 1941

Tyler Warehouse & Cold Storage Co.

Merchandise and Cold Storage

Unexcelled service at lower rates

Pool Car Distribution and Forwarding

200 Dickson St. St. Louis, Mo.

Member of A.W.A.—Mo.W.A.—St.L.M.W.A.

Four Billion Dollars

In Defense Contracts

Awarded to D and W Readers

From June 13, 1940, to

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HASTINGS, NEBR.

MEMBER 1876 1941

BORLEY'S

Storage & Transfer Co., Inc.

Pool Car Distribution

FIREPROOF BONDED

STORED OR SHIPPED

LINCOLN, NEBR.

1889 52 Years of Continuous Service 1941

Merchandise and Household Storage—Pool Car Distribution

We operate Thirty Trucks and have connections to all points in the State. Our buildings are clean, both Fire and Non-Fireproof, located on the line of the C. & O., Mo. Pacific and Union Pacific with all other lines entering either city, absorbing switching.

We are Bonded by the State—Our Rates are reasonable. We solicit your business and guarantee satisfaction. Investigation invited.

SULLIVANS

Transfer & Storage Co. Grand Island Storage Co.
Lincoln, Nebr. Grand Island, Nebr.
301 N. 8th Street 311 W. 4th Street

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FORD

STORAGE & MOVING COMPANY

1024 Dodge Street Omaha, Nebraska

Omaha's most modern, centrally located warehouse. Fireproof construction—Fully sprinklered—Low Insurance. Sidings on I.C. R.R. and U.P. R.R. U.S. Customs Bond. General Merchandise—Cooler Storage—Household Goods Storage. Also operate modern facilities in Council Bluffs, Iowa. Our own fleet of trucks for quick deliveries.

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OMAHA, NEB.

Member: American Chain of Warehouses, Inc.

KNOWLES STORAGE CO.

901-911 Davenport St.

MERCHANDISE — HOUSEHOLD GOODS

Complete Warehousing and Distribution Service.

Fireproof Building . . . Trackage . . . Motor Trucks

to learn that the Senate Foreign Relations Committee recently unanimously approved legislation authorizing the appropriation of 20 million dollars towards the completion of the Inter-American Highway to Panama, which provides that the United States shall pay not more than two-thirds of the cost, the remainder to be met by Costa Rica, El Salvador, Guatemala, Honduras, Nicaragua, and Panama.

Manning Purchases Warehouse

In one of the largest downtown realty transactions of the current year, Manning Warehouse & Transfer Co., purchased the 6-story and basement building covering the quarter block at N. W. Ninth Ave., and Hoyt St., Portland, Ore., it was announced by W. G. Manning, president of the company. The building has been occupied under lease for a number of years. Actual cash consideration was not disclosed, but the property was recently appraised at a figure in excess of \$100,000.

The building contains 75,000 sq. ft. of storage and office space, and is equipped with an automatic sprinkler system throughout. It is served by railroad trackage, and is equipped with batteries of offices for manufacturers' agents. It is considered one of the best warehouse buildings in the city.

Manning Warehouse & Transfer Co. was established in Portland in 1912, and operates a general warehousing, distributing and transfer business with a large fleet of trucks. The company is local agent for the Merchant Shippers Forwarding Co., Westland Forwarding Co., Stordor Forwarding Co.

Warehouse and trucking operations are under direct management of H. W. Danskin, vice-president, who stated that plans are now under consideration for extensive remodeling of the building to provide more efficient shipping and freight handling accommodations.

GOLDEN JUBILEE
1891 1941

GORDON

Storage
Warehouses, Inc.
Merchandise and Household Goods

Four modern, sprinklered warehouses, located on truckage. We handle pool cars, merchandise and household goods. Trucking service. Let us act as your Omaha Branch.

Main Office, 219 N. 11th St., OMAHA, NEBR.
Member: A.W.A.—N.F.W.A.
Agents for Allied Van Lines, Inc.

OMAHA, NEB.

302-812 Leavenworth Street

MOREWOOD WAREHOUSE

Exclusive Merchandise
Complete Distribution—Storage Facilities

MANCHESTER, N. H.

Make Our Warehouse Your Branch Office for Complete Service in New Hampshire

NASHUA, N. H. **McLANE & TAYLOR**
CONCORD, N. H. Bonded Storage Warehouses
Offices 624 Willow St.

General Merchandise Storage & Distribution, Household Goods, Storage, Cold Storage, Unexcelled Facilities.
Pool Car Distribution
Direct R. R. Siding, Boston & Maine R. R.

NASHUA, N. H.

Manchester, N. H. — Concord, N. H.

JOHN W. McLAUGHLIN

Bonded Fireproof Storage
OFFICE — 9 OTTERSON ST. — WAREHOUSE
Household Goods & Fur Storage
Moving—Packing—Shipping—Rigging

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Est. 1888 John O'Connor, Pres.

ORANGE STORAGE WAREHOUSE, INC.

Serving all of Northern New Jersey
Local moving—Allied Van Lines for Long Distance
Modern Storage Facilities—Daily deliveries to New York
30 So. Harrison St.
EAST ORANGE, N. J.

HOBOKEN, N. J.

INCORPORATED IN 1881

CAMPBELL STORES

GENERAL MERCHANDISE
Stipulated & Non-Stipulated Warehouses
Rail-Sidings — Bulkheads — Piers
Main Office — 14th STREET

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General Offices: No. 1 Newark St.
General Merchandise Storage and Distribution
Piers—Railroad Sidings—Factory Space
Correspondence Invited

HARBORSIDE Rail-Water TERMINAL
27 million cubic feet of office, manufacturing and warehousing space in the heart of America's greatest industrial center—metropolitan New York.
Warehousing... Industrial Space... Cold Storage... Bonded Stores... Storage in Transit... Distribution and Transshipment.

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26 Exchange Place, Jersey City, N.J. (BERGEN 4-6000)
NEW YORK OFFICE: 66 Hudson St. (BARCLAY 7-6600)

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MEMBER: N.J.F.W.A. and N.F.W.A.

PACKING! MOVING! STORAGE!
—dependable since 1860—

KNICKERBOCKER

STORAGE WAREHOUSE COMPANY
96 to 106 ARLINGTON STREET 74 to 76 SHIPMAN STREET
Wm. R. Mulligan, Pres. James E. Mulligan, Sec'y and Mgr.

GOLDEN JUBILEE
1891 1941

"KEEP UP WITH THE MODERN DAY
... DISTRIBUTE THE LEHIGH WAY"



"LEHIGH WAREHOUSE offers an all-inclusive responsibility for complete distribution within this vast industrial area of 26,000,000 people. Twenty years serving the largest nationally known manufacturers proves a sound, progressive organization of distribution specialists."

FACILITIES
NEWARK—MAIN OFFICE—98-108 FRELINGHUYSEN AVE.—250,000 sq. ft. Fireproof reinforced concrete and steel const. Floor load, 250 lbs. Sprinkler sys.; A.D.T.; Watchmen; Ins. rate, 6.4¢. Siding on Lehigh Valley; and switching to and from Penn. R.R. Cap., 18 cars. Sheltered motor plat.; Cap., 20 trucks.

ELIZABETH—BRANCH—829 NEWARK AVE.—1,000,000 sq. ft. Fireproof, reinforced concrete const. Floor load, 250 lbs. Sprinkler sys.; local alarm sys.; Watchmen; Ins. rate, 8¢ up to 16.7¢. Siding on Penn. R.R. Cap. 30 cars. Sheltered motor plat.; Cap., 30 trucks.

SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act.; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service; Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.

Established 1919


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AND TRANSPORTATION CO., INC.

NEWARK, N. J.

Newark Central Warehouse Co.

General Offices: 110 Edison Place, Newark, N. J.



In the heart of Newark — serving New Jersey and the entire Metropolitan Area. Sprinklered—low insurance rates. Central R.R. of N. J. 30 car siding. 25 motor truck delivery platform. Motor Freight Terminal. Merchandise automobile storage—branch office facilities.

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Member of N.J.M.W.A.

Represented by
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Industrial Warehouse & Storage Co.*Specializing in Textile Warehousing*8 Morris Street, Paterson, N. J.
220 Straight Street, Paterson, N. J.Sprinklered throughout—watchman service—fire-proof buildings
Rail and truck facilities—North, South, East, and West
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Pool Car Distribution—R. R. Siding D., L. & W. R. R.

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**SPRINGER TRANSFER COMPANY
ALBUQUERQUE**Operating the Only Fireproof Storage Warehouse
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or storage of general merchandise or furniture.
Member of N.F.W.A.—A.W.A.

ALBANY, N. Y.

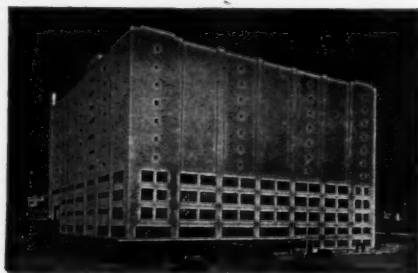
Albany Terminal & Security Warehouse Co., Inc.

Main office: 1 Dean Street

Storage for every need. Pool cars a specialty. Avail-
able storage space for rent if desired. Direct track con-
nections with all railroads running into Albany.

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Telephone 3-4101

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Park Ave. & Grand Albany, N. Y.

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Distributed

Daily freight service throughout Capitol District.

ALBANY, N. Y.

JOHN VOGEL Inc.FIREPROOF WAREHOUSES
OFFICES, 11 PRUYN ST.HOUSEHOLD GOODS - STORAGE AND SHIPPING.
FLEET OF MOTOR TRUCKS FOR DISTRIBUTION OF ALL KINDS
POOL CAR DISTRIBUTION OF MERCHANDISE
YOUR ALBANY SHIPMENTS CAREFULLY HANDLED
Collections promptly remitted

BROOKLYN, N. Y.

Within the Lighterage Limits of New York Harbor

GREENPOINT TERMINAL CORPORATIONFREE AND BONDED WAREHOUSES
STEAMSHIP PIERSFronting on East River, Foot of Greenpoint Ave., Milton, Noble and
Oak Sts. Lowest storage, cartage, labor, lighterage and wharfage. Rates
quoted on request.

MILTON AND WEST STREETS, BROOKLYN, NEW YORK

BROOKLYN, N. Y.

**LEHIGH WAREHOUSE &
TRANSPORTATION COMPANY, INC.**

Albert B. Drake, President
BROOKLYN WAREHOUSE — 184-198 Kent Avenue, Brooklyn, N. Y.
250,000 square feet reinforced concrete and steel construction. Floor load 250 lbs.
Sprinkler system A.D.T. Watchman. Insurance rate 7.2%. Private siding
R.E.D.T.B.R. switching to and from all lines entering N. Y. Harbor. Capacity
40 cars. Motor truck platform capacity 20 trucks.
SERVICE FEATURES—U. S. Customs Bonded. Pool car distribution. Motor
Terminal and transport service; fleet of motor trucks serving metropolitan area
daily—Licensed and bonded trucks maintained to transport liquors and imported
merchandise. Dry storage and temperature controlled rooms. Dock facilities for
lighters and barges. See Newark, New Jersey for additional facilities.

BROOKLYN, N. Y.

Established 1860

**Peter F. Keilly's**

Fireproof Warehouses

491-501 Bergen St.

"First Moving Vans in America"

Modern Depository for the Storage of
Household Goods

BUFFALO, N. Y.

**GENERAL MERCHANDISE
STORAGE—DISTRIBUTION**RAIL-LAKE-CANAL
TERMINALSINTERIOR WAREHOUSES
100% HEATED—SPRINKLERED

600,000 SQUARE FEET

100 CAR SIDINGS

ERIE—NYC—BFLO CREEK RR

STEVEDORE
CONTRACTORSHEATED SPACE
OFFICES—MANUFACTURING**BUFFALO MERCHANDISE WAREHOUSES, INC.**

1200 Niagara St.

BUFFALO, NEW YORK

BUFFALO, N. Y.

Economical Storage and Shipping

KEYSTONE WAREHOUSE CO.

SENECA AND HAMBURG STREETS, BUFFALO, N. Y.

Served by Great Lakes Transit Corp. Steamers,

N. Y. Barge Canal Lines and all R. R's.

Capacity 50 cars daily. Pool car distribution.

One of THE CHAIN OF TIDEWATER TERMINALS and Inland Warehouses

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Knowlton Warehouse Co.

50 Mississippi Street, Buffalo, N. Y.

POOL CAR DISTRIBUTION
MERCHANDISE STORAGE
PRIVATE SIDING

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Let us care for your needs in Buffalo

LARKIN WAREHOUSE INC.

BUFFALO, N. Y.

Specializes in handling pool cars. Lowest insurance rates. Stores autos and general merchandise. No cartage on railroad shipments.

GOVERNMENT BONDED WAREHOUSE

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0966 1025 NEWBERRY AVE. MON. 55-11

Soldiers Today—

(Continued from page 35)

tion and ignition mechanics, sheet metal and radiation mechanics, welding, bench mechanics and blacksmithing. The latter course includes heavy metal working and reworking, rebuilding and repairing automotive parts.

Two main courses are offered. The first, which runs for 2 mos., develops students as apprentice mechanics. The second, which runs for 3 mos., is for specialist mechanics. There is also a 2-mo. course in motor transportation for Reserve and National Guard officers.

The men under training are organized into 4 echelons, or sections of maintenance of the Motor Transport Division. Those who have never encountered the word "echelon" before are advised by the Army that it was a military formation created by Caesar for the Roman legions. It is an arrangement of a body of troops with its divisions drawn up in parallel lines, but each somewhat to the left or right of the one in the rear, like a series of steps. Since World War days in France "echelon" frequently has been used in our military terminology. It may be compared with the series formation of ten pins set up for bowling. The kingpin is the driver mechanic. Behind him in parallel lines are an increasing number of mechanics per line, or echelon.

The first, second and third echelons of maintenance will be in so-called combat zones and the fourth echelon in communication, or interior zones.

The soldier of the first of the four echelons of maintenance is the one who operates the vehicle. His maintenance responsibility is the same as that of every soldier who gets a rifle. In other words, he must see that his car or truck is kept in perfect mechanical order and in appearance up to military standards for well-kept equipment. He is responsible for cleaning, lubricating, tightening of nuts and screws, seeing that tires are kept properly inflated, etc. His tools include an emergency roadside repair kit and spares. His orders are to make such emergency repairs as will enable the vehicle to continue on its mission or be returned to its organization.

The soldier in the second echelon of maintenance is the company mechanic. He has a light truck equipped with an air compressor, tool kit and parts cabinet. He makes minor repairs and replacements such as changing valves, adjusting carburetors, replacing spark plugs, adjusting points, testing and replacing batteries and other tasks which require some degree of mechanical skill. This man's work is limited to repairs which can be undertaken by the company mechanic with the company's stock of spare parts. The first two echelons are concerned solely with preventive maintenance.

Unit replacement is the responsibility of the third echelon. This echelon operates a motor transport depot for issuance of supplies to the units served and keeps the second echelon supplied with parts. It operates mobile unit replacement shops—motor trucks equipped with the simpler shop equipment and tools and carrying replacement units, parts and supplies. The object of this echelon is to return damaged vehicles to service as quickly as possible. The mechanic of this echelon is a specialist in the removal and replacement of sub-assemblies and parts. He is limited to replacements. He does no repair work unless it is something that can be done without disassembly of a unit.

The fourth echelon consists of mechanics with stationary and mobile repairshops (truck-trailers). These repairshops are equipped to tear down and repair unit assemblies, all accomplished with various types of mechanics such as electricians, welders, engine repairmen, carpenters, painters and upholsterers. Good shop organization prevails in the fourth echelon, resulting in a high rate of production so that the stock pile will be

BUFFALO, N. Y.

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...

LOCATED IN NIAGARA FRONTIER FOOD TERMINAL

BUFFALO, N. Y.



LEONARD WAREHOUSES

Member
B.W.A.—
Mayflower
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Offices—163 Georgia St.

Household Furniture—Storage and Removals—
Local, Long Distance — Special Storage and
Handling of Electrical Appliances for Merchandising Purposes.

BUFFALO, N. Y.

Salesminded

THE MARKET TERMINAL WAREHOUSE

Schoellkopf & Co., Inc.

102 Perry St.

BUFFALO, N. Y.

GENERAL MERCHANDISE—COLD STORAGE WAREHOUSE

Cargo-Handling
Rail-Lake and Barge
Terminal
96 Car Track
Capacity
1500 Feet Private
Dock



Financing—
Distribution
Auto Dealers
Warehousing
Service
Office and
Factory Space

TERMINALS & TRANSPORTATION CORPORATION

275 FUHRMANN BLVD.

BUFFALO, N. Y.

BUFFALO, N. Y.

WILSON WAREHOUSE, INC.



Gen. Offices: 290 Larkin St.

General Merchandise Storage and
Pool Car Distribution

Fireproof Buildings
Low Insurance Rate.

N.Y.C. Siding
Branch office facilities.

ELMIRA, N. Y.

A. C. RICE STORAGE CORP.



2—WAREHOUSES—2
MERCHANDISE—HOUSEHOLD GOODS

Pool Cars—Truck and Van Service

MEMBER

AWA—NEWA—SOLID VAN LINES

FLUSHING, L. I., N. Y.

Established 1905

Flushing Storage Warehouse Company

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Fireproof Warehouses



Moving, Packing, Storing and Shipping of Household Goods and Office Equipment. 10 blocks from L. I. Railroad Corona Freight Station. Serving Jackson Heights, Elmhurst, Corona, Whitestone, College Point, Bayside, Douglaston, Great Neck, Little Neck, Port Washington, Manhasset, Hempstead, Garden City.

Members of the A.V.L.—N.F.W.A.—N.Y.F.W.A.—N.Y.S.W.A.

JAMAICA, L. I., N. Y.

Tel. Republic 9-2200

QUEENSBORO STORAGEFIREPROOF WAREHOUSE—VAN SERVICE—PACKING
Heavy Hauling Rigging & Hoisting

VAN WYCK BLVD. AT 94th AVE.

All Long Island points use our Storage—Distribution & Hauling Facilities For
Household Goods, Cased Goods, Etc.
Ship via P.R.R. to Jamaica Station Member N.Y. & N.F.W.A.

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Telephones, Richmond Hill 2-2871, Republic 9-1400

Kew Gardens Storage Warehouse, Inc.

Motor Vans, Packing, Shipping

Fireproof Storage Warehouse

9330 Van Wyck Boulevard at Atlantic Ave.
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NEW ROCHELLE, N. Y.


Moving, Packing Storing, Shipping

**O'Brien's Fireproof Storage Warehouse, Inc.**Packers and Shippers of Fine Furniture
and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White
Plains, Scarsdale, Hartsdale. Send B/L to us at
New Rochelle.

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40 Warehouses 40 Cities* Represented by 
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NEW YORK, N. Y.

FIREPROOF WAREHOUSES

**Day & Meyer
Murray & Young Corp.**

PORTOVAULT

STEEL VAULT STORAGE

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NEW YORK, N. Y.

Fireproof Storage Warehouses

**Dunham & Reid
Inc.**The storing, packing, moving and shipping of Household
Goods and Art objects is attended to on a basis of quality.
Dunham & Reid Service surrounds the shipper at all times
with a greater margin of Safety and Security. Low Insurance
rates. Prompt remittances. Located in the heart
of New York.

216-218 East 47th Street

New York City

Members of N. F. W. A., N. Y. F. W. A., V. O. A.

NEW YORK, N. Y.

SERVING THE NEW YORK MARKETThere is no problem in Warehousing and Distribution
which we cannot work out satisfactorily with the shipper.
We have advantages in location and in equipment
which enables this company alone to do certain things
which cannot be done elsewhere.We invite your correspondence on any or all features
of our Warehousing—Distribution—Trucking Service—
Field Warehousing.**Independent Warehouses, Inc.**

General Offices: 415-427 Greenwich St., New York

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kept up to par. The fourth echelon also includes mechanics capable of rebuilding vehicles and their parts. The schooling of such mechanics is at the factories. Only under tactical conditions involving an invasion by an enemy would the fourth echelon base shops be moved, because such shops must be supplied with the necessary power, tools, equipment and facilities and can be established only in a matter of weeks and even months. According to plans, these base shops would be placed at strategic points.

Each echelon is provided with a set of tools and equipment especially suited for the work assigned it. Among these new pieces of equipment is a portable sewing machine that is adapted for sewing tarpaulins and other heavy fabrics, and a portable battery charger of much greater capacity than ordinarily found in civilian use.

A motor generator test stand has been designed which operates from a battery, as well as by regular current, for use in the field. Another new development is a 5-gal. gasoline container of a flat surface designed so that many more can be stacked in a given place than would be possible with conventional round cans.

The Quartermaster Corps has made several important changes in the design and technique of the motor vehicle equipment. Important is the adoption of four-wheel drive for all tactical units, as Army vehicles must follow the combat units wherever they go, and must be able to leave established roads and make cross-country journeys in open fields. The four-wheel drive makes this possible.

Standardization of vehicles, parts and accessories has been developed to a high degree, all resulting in simplifying of storage as well as maintenance. There are for example only 6 standard truck chassis sizes in the present program and made by a comparatively few manufacturers. This standardization is in contrast to World War conditions, when the Army used about 250 makes of vehicles.

Camp Holabird is also the source for a considerable part of rail equipment servicing and rebuilding. The Army operates a large number of steam and Diesel locomotives, freight and tank cars. These for the most part are used at the various stations. When repairs are needed, such equipment is transferred with the cooperation of various rail lines. Shop equipment is complete for this purpose and in the case of steam engines, a complete overhaul can be accomplished, it is stated, at about half the cost prevailing at regular rail shops.

The outstanding reaction to a layman who has had the opportunity of witnessing what the Army is doing is the feeling that here is something that is going to be of real benefit later on to industry. When this emergency is over, these highly trained men will be needed by industry. For one thing, they will be prepared to fill an expected demand for such services, a demand that will come as a result of expansion in industry and transport. It, therefore, behooves industry to prepare now for the absorption of these trained men when they are released from service.

**King in Charge of New Howard
Terminal N. Y. Office**

Howard Terminal, Oakland, Cal., has opened an office in the Chrysler Bldg., Room 510-E, New York. This office will be in charge of C. V. King, who has been with the company in the Pacific Coast territory for 20 yrs., although he has made trips annually to the Eastern seaboard.

Mr. King will bring closer contact with the many Eastern shippers using the Howard Terminal warehousing and distributing facilities. He is now completing arrangements with public warehouses through-

(Concluded on page 82)

NEW YORK, N. Y.

MACHINERY MOVERS

Specialists in factory removals—nationwide service. Machinery dismantled, moved and reerected. Machinery packed for export. Consultation invited.

MIKE KRASILOVSKY, INC.

220 Centre St. Telephone Canal 6-7890-1-2 New York, N. Y.
Branches in Principal Cities

NEW YORK, N. Y.

SERVICE—EFFICIENCY—CLEANLINESS

L. & F. STORES, INC.

GENERAL STORAGE WAREHOUSES

15-17-19 WORTH ST.

Merchandise Distribution

LOUIS MAURO

Bonded Truckmen and Forwarders

Phone Walker 5-9252

GOLDEN JUBILEE

1891 1941

LACKAWANNA

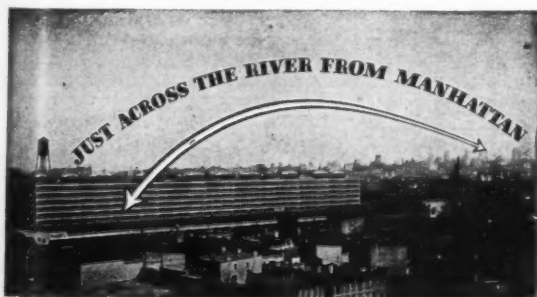
WAREHOUSE COMPANY, INC.

JERSEY CITY, N. J.

(Two blocks from tunnel plaza)

Over 1,000,000 sq. ft. of light, well ventilated space carrying a 6¢ insurance rate. Over 1000 ft. of truck platform served by 24 modern freight elevators and a fleet of high speed electric trucks.

Sheltered D.L.&W. R.R. siding accommodating over 50 cars. Present day distribution demands can only be met thru such ideal facilities as are here provided.



NEW YORK, N. Y.

Storage, Distribution and Freight Forwarding from an Ultra-Modern Free and Bonded Warehouse.

IDEALLY LOCATED

IN THE VERY CENTER OF NEW YORK CITY

Adjacent to All Piers, Jobbing Centers and The Holland and Lincoln Tunnels

Unusual facilities and unlimited experience in forwarding and transportation. Motor truck service furnished when required, both local and long distance. Lehigh Valley R.R. siding—12 car capacity—in the building. Prompt handling—domestic or foreign shipments.

MIDTOWN WAREHOUSE, INC.

Starrett Lehigh Bldg.

601 West 26th St., N. Y. C.

Represented by Associated Warehouse, Inc.—New York City and Chicago



Three million dollars capital and fifty years' skilled experience stand ready to serve you.

LINCOLN WAREHOUSE CORPORATION SAFE DEPOSIT COMPANY

is exclusive Manhattan agent for the famous

AERO MAYFLOWER TRANSIT COMPANY LONG DISTANCE MOVING

of household goods, personal effects or office equipment in, from or to New York City, or anywhere in the United States or Canada, safely and expertly, is a special skill of LINCOLN and MAYFLOWER.

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Prompt service for any point in Westchester County

Member N.Y.F.W.A.—N.F.W.A.

(Concluded from page 80)

out the Eastern half of the United States for handling the distribution of rail canned goods pool cars forwarded to the Oakland terminal.

Several years ago, Howard Terminal originated the assembling of steamer pool car shipments of canned goods to Atlantic and Gulf ports, affording lower transportation costs. This service is now being expanded to include rail pool cars, utilizing public warehouses to effect the distribution.

Chicago Cold Storage Terminal Improvements

The Produce Terminal Cold Storage Co., Chicago, has equipped its offices with modern fluorescent lighting fixtures and air conditioning, and as part of a program to further improve the company's facilities and services, a large truck court and loading dock are being added at the rear of the plant.

Waterways and Terminals

(Continued from page 39)

be made on individual commodities as they appear to be justified by further proof."

The Commission found further that certain operators were not giving adequate notice of tariff changes, some were operating under Section 15 agreements without approval of the Commission, and that one was collecting service charges from steamship lines on freight not discharged at its pier in violation of Section 17 of the Shipping Act, and had knowingly received information, without the consignee's consent, as to the billing of shipments consigned to another terminal in violation of Section 20 of the Act.

An order was entered by the Commission including a direction to the terminal operators to file their tariffs with the Commission in order that the regulations may be enforced.—Manning.

The Lake Fleet and the Seaway

The value of the St. Lawrence seaway project as a defense measure has been stressed by advocates of the plan since it was revived last October. Hearings before the House Rivers and Harbors Committee centered upon this phase of the development. The need of the electrical power for defense production has been stressed by proponents and also the larger output of sea-going vessels that would be possible if the waterway is completed and the benefits that would accrue industry from the deep waterway. Opponents have contended that the project cannot be completed in time to be of help in the present emergency. Of course, the validity of this latter argument is debatable, but there are other reasons why the seaway might not be in the best interests of defense over the longer term.

Practical observers are convinced that opening of the lakes to larger ocean-going foreign ships will deal a vital blow to the Great Lakes ore fleet which is playing such an important role now. This season this fleet of some 300 vessels of nearly 3,000,000 gross tons capacity per trip, expects to carry about 75,000,000 tons of iron ore from the mining areas of Michigan, Minnesota and Wisconsin to the steel plants in the lower lakes area.

Steel production would be seriously crippled without this fleet, or with a less efficient fleet. Many believe that if the waterway were completed, that foreign ocean-going ships would move large quantities of foreign ore to American steel mills. Already some 15 per cent of the ore consumed by American mills is coming from foreign mines. Movement of such supplies has been particularly heavy from Chile and Brazil to the Eastern seaboard.

Currently, the necessarily high cost of shipping ore from the seaboard to inland steel mills affords natural barriers to the imported ore, but completion of the seaway would alter this situation. Fleets plying in inland waters would be reduced in consequence and in the future emergencies these ships would not be available to meet greatly increased iron ore requirements such as have developed in the present national emergency. Further, if ocean-going vessels should win a larger share of the traffic in various commodities in the inland waters, the lake ship reservoir that could be drawn upon in a future emergency would be much smaller.

Current defense consideration must be proven to outweigh by far such longer-term possibilities before Congress votes in favor of the St. Lawrence development.

Start Dredging on Intracoastal Canal

According to a report issued by the office of the U. S. district Army engineer in Galveston on the status of the waterway from the Sabine River to Corpus Christi, the section of the intracoastal canal waterway from

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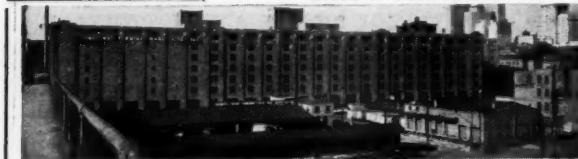
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11 Car Switch in Building

Internal Revenue and General Bonded Storage

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Specializing in Merchandise Storage
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FRENCH & WINTER STS.

CLEVELAND, OHIO

Freeport to Port O'Connor, Tex., which is under construction, probably will be completed during the latter part of October.

Ferries for Scrap

The 3 remaining ferries of the Detroit & Windsor Ferry Co., which carried millions of passengers between Detroit and Windsor, Ont., prior to suspension of the service in 1938, will be broken up for scrap. They are the ships Cadillac, La Salle and Britannia. The D. & W. dock will become a package freight terminal, with the Northwest Transportation Co. reported prepared to use it.

Sailings Delayed

Sailing dates of 2 Alaska Steamship Co. lines were set back because of the heavy movement of freight from Alaska, increasing the time required for discharge, and a similar heavy tonnage moving north. Both the Aleutian and the Mount McKinley were delayed.

Lease-Lend Funds Seen for New Lock

The understanding in Great Lakes shipping circles is that as soon as the St. Lawrence-Great Lakes Waterway authorization bill is adopted President Roosevelt will release lease-lend moneys for the construction of a new \$8,000,000 lock at Sault Ste. Marie.

Authorities at the Soo said that all preliminaries to construction of the lock have been completed, and within a month of the fund allocation, actual excavation can be under way. The lock, which would be completed by 1944, is to be 800 ft. long, 80 ft. wide, and with a draft depth of 30 ft.

Major K. S. Anderson, acting superintendent of the St. Mary's Falls Canal, predicted that ore shipments this year will continue well past the insurance limit of Dec. 15 and, in fact, will continue until the ore freezes to the holds and makes loading and unloading impossible. According to Major Anderson, a conference on late winter shipping, will be held in Washington immediately.

Morgan Whse., Dallas, Sold to Motor Freight Line

Sale of the Morgan Warehouse, Inc., 1909-17 North Houston St., Dallas, to Fred and Victor Gillette and D. Davison, who own the Gillette Motor Transport, Inc., for \$275,000 has been announced.

The property consists of 4 1/2 acres of land, a cold storage building of 240,000 cu.ft., now under lease to Merchants Cold Storage, Inc., on 3 floors. Also a 4-story and basement warehouse building of 150,000 sq.ft. half occupied by Western Auto, Inc., and the rest by Morgan Warehouse, Inc.

Automobile sheds, \$7,000 worth of spur track and other improvements are on the property.

The new owners plan to build a large additional warehouse of some 200,000 sq.ft. floorspace as soon as the world crisis is over.

The Gillette Motor Transport, Inc., has expanded its business rapidly and has recently joined with another large firm in Kansas City to open a \$60,000 freight terminal there. The firm operates truck lines from Houston to Oklahoma City, Tulsa and Kansas City.—H. Smith.

Monroe County Shipyard Gets \$8,500,000 Order

Monroe County, N. Y., whose only shipbuilding activity in many decades was construction of 4 steel tankers at Pittsford a few years ago, is back in the field again, to the tune of \$8,500,000.

(Continued on page 87)

CLEVELAND, OHIO

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located in the New York Central Freight Terminal

BROADWAY AND EAST 15TH STREET

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Now there are **4 LEDERER TERMINALS**
WATER, RAIL AND TRUCK FACILITIES

Cleveland's Only Lakefront Public Warehouse with Direct
Connecting R.R. Facilities Offices: FOOT OF E. 9th ST.
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DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to
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from freight car direct to our loading plat-
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Carload shipments to our private siding,
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Line, connecting with all R.Rs. entering
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VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH
Cleveland's Largest Cold and General Merchandise Warehouse



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City-wide storage facilities
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Three generations of experience
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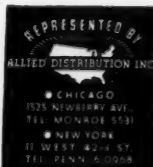
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Complete Facilities for Storage and Distribution
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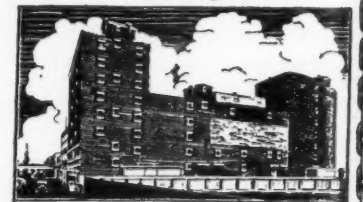
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Est. over 50 years.

Pool Car Distribution a Specialty

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R.R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Established 1865

GALLAGHER'S WAREHOUSES

708 South Delaware Avenue

Merchandise Storage

Storage in Transit

Direct Sidings—Penna. RR. and Reading RR.

Pool Car Distribution

Represented by Associated Warehouses, Inc.

New York

Deliveries

Chicago

59 Vanderbilt Ave.

City and Suburban

230 Canal St.

Murrayhill 9-7645

Franklin 6763

Waterways and Terminals

(Continued from page 84)

Nine freighters of about 2800 deadweight tons will be turned out in yards to be built at Manitou, it was revealed, as a sequel to a Maritime Commission announcement in Washington that an \$8,500,000 contract has been let to a newly organized Rochester firm as part of a commission project of building 45 vessels at \$950,000 each to obtain bottoms for coastwise commerce. The Maritime Commission will provide funds for construction.

The construction for the 9 ships to be built in the Rochester area was awarded to the Odenbach Shipbuilding Corp., headed by John H. Odenbach, and officials said the program would probably require about a year and a half, employing from 3000 to 5000 workers. The completed ships, identified by the commission as of M3-S-A1 type, will be sailed down the St. Lawrence River to enter Atlantic Coast trade. Permanent shipyards at Manitou, to handle from 4-6 ships at a time, will be built for their construction.

Storage Rates Changed

Warehouses at New York have suggested to patrons that they make inquiry as to rates for storage space before consigning merchandise to them, as a means of avoiding misunderstanding. In notices sent out they pointed out that they have found it necessary to make certain changes in rates covering practically all commodities.

Will Convert Great Lakes Bulk Carrier into Tanker

The bulk freighter *Belgium*, inactive in Great Lakes trades for the past 10 yrs., has been purchased by the Texas Co., N.Y.C., from C. W. Stoll, Escanaba, Mich., coal and lumber operator. She will be converted into a tanker this winter for 1942 service. The 370-ft. ship, built in 1902, was operated for many years by Great Lakes Steamship Co.

More Cuban Scrap Arrives

Scrap iron continues to arrive at Baltimore from Cuba, both by steamer and barge. In one day, 7,000 tons of the metal were brought in.

Lakes for Deep Sea Trade

The 247-ft. Great Lakes steamer *Pine Ridge* of the Pine Ridge Navigation Co., Detroit, is being examined at the Great Lakes Engineering Works plant in River Rouge and may be bought by Nicholson Universal Steamship Co. for ocean service. The ship has been used as a sand boat, fuel lighter and a garbage carrier.

PHILADELPHIA, PA.

2,100,000 Square Feet

MERCHANTS WAREHOUSE CO.

10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by
all R.R.'s. Loading and unloading under cover. Storage-in-
transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER

North Broad Storage Co.

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

PHILADELPHIA, PA.

Greetings to

AMERICAN WAREHOUSEMEN'S ASSOCIATION

on its

GOLDEN JUBILEE

1891 1941

From this 69-year-
old Company . . .
Chartered April 13, 1872

Write for Full Particulars

**PENNSYLVANIA WAREHOUSING
& SAFE DEPOSIT CO.**

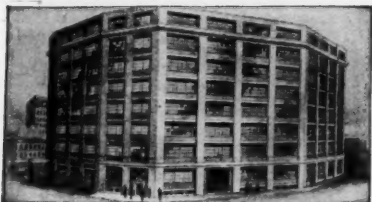
General Offices, Cor. 4th & Chestnut Sts., Phila.

WARREN T. JUSTICE, President

MEMBER: American Chain of Warehouses • American Warehousemen's
Association (Merchandise Div.) • Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St., Tel. Whitehall 4-2287
J. W. Terreforte, 250 Park Ave., Tel. Plaza 3-1235

CHICAGO: W. J. Marshall, 53 W. Jackson Blvd., Tel. Harrison 1496



GOLDEN JUBILEE

1891 1941

Warehousing Services That Are Unsurpassed in the East

IN the Terminal Warehouse group there are 13 warehouses, with more than 68 acres of storage space. Each warehouse is of modern construction, equipped with every convenience for the safe, prompt and economical handling of goods of every kind, and all earn low insurance rates. Special provision is made for the storage of household goods.

Buildings are located in the main business and river-front areas of Philadelphia, have direct rail connections with the Pennsylvania Railroad and Reading Company, and are near the big piers. Completely equipped pool car department is maintained.

Write for Further Particulars

TERMINAL WAREHOUSE COMPANY

DELAWARE AVE. AND FAIRMOUNT, PHILADELPHIA

MEMBERS: A. W. A., N. F. W. A., Pa. F. W. A.

Represented by **DISTRIBUTION SERVICE, Inc.**

100 Broad St., NEW YORK CITY 219 E. North Water St., CHICAGO 625 Third St., SAN FRANCISCO
Phone: Bowling Green 9-0986 Phone: Sup. 7180 Phone: Sutter 3461

An Association of Good Warehouses Located at Strategic Distribution Centers



Motor Truck Service

Our large fleet of modern motor trucks make "store door" deliveries throughout the Philadelphia trading zone, and can provide "next morning" deliveries anywhere within the section shown on map above.

Union Barge Seeks Carrier Permit

Union Barge Line Corp. requests permission at Pittsburgh to operate as a common water carrier for 6 companies and operate in the Mississippi and Ohio watershed. Companies it intends to serve include Dravo Corp., Southern Transfer Co. of Memphis, Inland Rivers Wharf Co., Eastern Ohio Sand & Supply Co., Standard Builders' Supply Co., and Charleroi Supply Co.—*Leffingwell*.

1941 Canned Fruit Supplies Outlined by Federal Survey

Prospective supplies of major canned fruits in 1941-42 as compared with the 1940-41 season, based on advance estimates, total fruit production, and preliminary trade, estimates, follow:

	Millions of cases**		Total Supplies	
	Pack	Est.	1940-1941	1941-1942
Fruit	1940	1941	1940	1941
Calif. cling peaches	9.6	9.7	12.3	10.5
Calif. free peaches	1.1	1.5	1.4	1.7
N. W. free peaches	.4	.5	.4	.5
Calif. apricots	1.8	4.2	2.3	4.5
Calif. fruit cocktail	4.4	4.5	5.1	5.1
Calif. fruit salad	.6	.7	.7	.8
Pac. Coast pears	5.0	5.3	5.5	6.3
Pitted red cherries	3.8	*2.3	3.9	*2.4
Total	26.7	29.0	31.6	32.0

*Final 1941 pack reported by National Canners' Assn.
**Pitted red cherries, 24-3s; all others, 24-2½s.

Effects on East Coast consumers of a possible necessity for partially substituting rail for waterborne shipments of West Coast canned fruits and other canned food products are figured by the Commerce Department as amounting to the following per dozen and per can variations in cost:

	(Aug. 18, 1941)	
*Water (36,000-lb. minimum)	17.6	1.5
**Rail (40,000-lb. minimum)	39.5	3.3
**Rail (60,000-lb. minimum)	28.6	2.4

*California points to East Coast between Maine and Jacksonville.
**California to group A points between Boston and Norfolk.

Two of the largest California packers, the summary notes, recently announced they would accept future orders for rail shipment only.

Freight Unloaded for Export at Peak

According to reports just compiled by the manager of port traffic and made public by the Association of American Railroads, cars of export freight, other than grain, unloaded at Atlantic, Gulf and Pacific ports in August this year totaled 56,011 cars, the largest number unloaded in any one month since the compilation of these statistics began in November, 1939.

This exceeded by 1,029 cars the previous high record established in July this year. In August, 1940, there were 54,253 cars unloaded. Cars of grain for export unloaded in August this year at these ports totaled 3,592, compared with 2,536 in the same month last year.

No congestion or delay to traffic exists at any of the Atlantic, Gulf or Pacific ports, due to the cooperation of steamship lines, port authorities, exporters and shippers.

At the Port of New York the number of cars unloaded for lighterage in August averaged 1,119 daily. This was the highest average rate of unloading since the office of Manager of Port Traffic was established in November, 1939. It exceeded by 17 cars daily the previous high, which occurred in July 1941. In August,

(Continued on page 91)

PITTSBURGH, PA.

W. J. Dillner TRANSFER & STORAGE CO.

STORAGE, PACKING, CRATING and SHIPPING
POOL CAR DISTRIBUTION
LONG DISTANCE HAULING

2748 West Liberty Ave., Pittsburgh, Pa.

Members of N.F.W.A.—A.T.A.—P.F.W.A.—P.M.T.A.
Agent for Allied Van Lines, Inc.



SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D. L. & W. and D. & H. Sidings

Member of Allied Distribution, Inc.



PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.

Merchandise Storage & Distribution

Members A. W. A.

UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—94
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

12 Car Track Located on Lehigh Valley RR. Switches
Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

THOMAS WHITE — Owner and Manager

TWO WAREHOUSES

17th AND PIKE STS.

A Quarter

13th AND PIKE STS.

Million

Sq. Ft. of Space

(Fully Sprinklered)

*in the Heart of
Pittsburgh's Jobbing District*

COMPLETE TRUCKING FACILITIES

POOL CAR DISTRIBUTION

P.R.R. SIDINGS

STORAGE-IN-TRANSIT PRIVILEGES

Also operators of

WHITE MOTOR EXPRESS CO.

Established 1918

WHITE TERMINAL COMPANY

17th AND PIKE STS.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION
HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.

80-90 Dudley St.

FIREPROOF WAREHOUSE

Storage, Moving, Shipping

Fleet of Long Distance Moving Vans

Member National Furniture Warehousemen's Assn.

Agent for Allied Van Lines, Inc.



PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.

storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.

Trackage facilities 50 cars. Dockage facilities on
deep water.

Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.

Merchandise Storage and
Distribution of Pool Cars

Modern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

GREENVILLE, S. C.

"The Heart of the Piedmont"

TEXTILE WAREHOUSE CO.

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding



KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee
135,000 square feet on Southern Railway tracks.
Equipped with Automatic Sprinkler
Insurance at 13c. per \$100.00 Household goods shipments
per annum. Pool Cars distributed. Prompt remittance made.
MEMBERS American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.



General Whse. & Dist. Co.

435 So. Front St.

"Good housekeeping, accurate records,
Personal Service"
Located in the center of the Jobbing &
Wholesale District
Sprinklered Low Insurance
Private R. R. siding Perfect service

MEMPHIS, TENN.

W. H. DEARING, General Manager

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.25 per \$1,000 per Annum Distribution a Specialty.
Merchandise storage, dependable service, free switching. Local cartage delivery.
Illinois Central and Cotton Belt Railway tracks. Automatic sprinkler. A.D.T. watchmen.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.

MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.



NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE
WAREHOUSE STOCK and POOL CAR DISTRIBUTION
Automatic Sprinkler System—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

THE PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and Pool Car Distribution—Private Siding

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas



Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods
Agent for A.V.L. Member of N.F.W.A.—S.W.&T.A.

CORPUS CHRISTI, TEXAS

CORPUS CHRISTI WAREHOUSE AND STORAGE COMPANY

Located AT PORT SITE
adjacent to docks NAVIGATION DISTRICT NO. 1

Storage

Distribution

Drayage

MERCHANDISE EXCLUSIVELY

96,400
Sq. Ft.
Sprinklered

Represented by ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MON.5531

Member: Southwest Warehouse and Transfermen's Ass'n

CORPUS CHRISTI, TEXAS

Robinson Warehouse & Storage Co.

General Offices: 1500 N. Broadway, Corpus Christi

Specialists in

General Merchandise Storage—Pool Car Distribution

Public Bonded Warehouses at Alice, Corpus Christi, Harlingen and Victoria...
Daily and overnight common carrier Motor Freight Service to Houston, San
Antonio, Austin, Laredo and Rio Grande Valley, serving all intermediate points.
Expert Handling: Inquiries Invited.

DALLAS, TEXAS

In Dallas It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Our modern Centrally located fireproof warehouse is completely equipped to serve
you with over 75000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since
1875

BINYON-O'KEEFE
Fireproof Storage Co.
Dallas

Since
1875



Associated with Distribution Service, Inc.

DALLAS, TEXAS

ESTABLISHED 1875

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe
Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse Space



Operators of the
Lone Star Package Car
Company (Dallas and Fort
Worth Divisions)
H. & N. T. Motor Freight Line
Agents for Allied Van Lines, Inc.
A.W.A., N.F.W.A., American Club
of Warehouse
MEMBERS Southwest Warehouse & Transfer-
men's Assn. Rotary Club



DALLAS, TEXAS

**INTERSTATE-TRINITY
WAREHOUSE COMPANY**

301 North Market St., Dallas



Merchandise Storage and
Distribution
Household Goods Storage,
Moving & Packing
Long Distance Hauling
R. E. ABERNATHY, Pres.
J. H. CHILES, Vice-Pres.

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0967 1525 NEWBERRY AVE. MON.5531

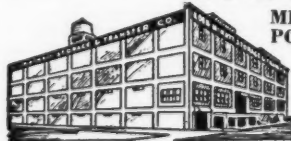
DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION

SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT



KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.

CONTRACT OPERATORS FOR ALL RAIL
LINES AND UNIVERSAL CARLOADING &
DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight Handled Monthly
for Dallas Shippers

Waterways and Terminals

(Continued from page 88)

1940, average unloading of cars for lighterage was 865 daily.

Eastbound freight, of which approximately 89.5 per cent was for export, lightered at New York in August totaled 792,208 tons, compared with 830,603 tons in the preceding month and 710,113 tons, in August, 1940. This was a decrease of 4.6 per cent compared with July, 1941, and an increase of 11.6 per cent compared with August last year.

Westbound lighterage tonnage, most of which is import traffic, in August totaled 251,182 tons, compared with 244,004 tons in the preceding month and 127,686 tons in August, 1940. This was an increase of 2.9 per cent compared with July, 1941, and an increase of 96.7 per cent compared with August last year.

Eastbound and westbound lighterage tonnage combined handled in August totaled 1,043,390 tons, exceeding the 1,000,000 mark for the second consecutive month. This compared with 837,799 tons handled during August, 1940.

Notwithstanding the heavy movement of export traffic through the North Atlantic ports, there are ample rail storage facilities at all of the ports. Movement of export freight, other than grain, through other ports follows:

	August	
	1941	1940
Boston	786	1,670
Philadelphia	3,772	2,816
Baltimore	3,008	7,142
Hampton Roads	1,661	3,060
Savannah	1,182	829
Tampa	1,389	984
Mobile	845	1,294
New Orleans	3,510	3,748
Galveston	2,796	3,201
Houston	1,619	2,412
Texas City	419	911
San Francisco	3,908	1,620
Savannah, Me.	156	156
Portland, Me.	420	275
New London, Conn.	58	116
Port Newark, N. J.	305	
Wilmington, Del.	282	10
West Pointe, Va.	4	6
Wilmington, N. C.		172
Charleston, S. C.	96	126
Jacksonville, Fla.	502	385
Pl. Everglades, Fla.	381	240
Miami, Fla.	17	29
Pensacola, Fla.	107	31
Lake Charles, La.	436	227
Beaumont, Tex.	83	73
Corpus Christi, Tex.	378	450
Port Arthur, Tex.	260	47
Seattle, Wash.	401	239
Tacoma, Wash.	140	122
Portland, Ore.	317	162
Los Angeles, Calif.	559	386
San Diego, Calif.		3

Corpus Christi to Celebrate Extension of Barge Traffic

On Oct. 24 and 25, 1941, Corpus Christi and South Texas will don holiday attire to commemorate the opening of Corpus Christi of the Intracoastal Canal. C. S. E. Holland, president, and Roy Miller, vice-president, of the Intracoastal Canal Assn., have given their approval to Mayor A. C. McCaughan of Corpus Christi of the dates selected.

The Intracoastal Canal will now extend West from New Orleans to Corpus Christi, a distance of about 665 miles, with a 9-ft depth and 100-ft. bottom width, and was completed on July 15 with the exception of a 10-mile stretch midway between Freeport and Matagorda. Two contractors are now working on that section and reports indicate that the work will be completed by the celebration date.

Reports issued recently by the U. S. District Engineer's Office in Galveston showed that 7,072,880 tons of cargo moved through the Sabine-Galveston section in

DALLAS, TEXAS



Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St. P. O. Box 5088

DALLAS, TEXAS

A Complete Merchandise Warehouse Service

MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue

Merchandise Storage—Warehouse Space For Rent

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

Member of S.W.A.



The
Southwest's
Warehouse
of
Service

TEXAS AND PACIFIC TERMINAL WAREHOUSE CO.

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION

Warehouse also
in Fort Worth

Air conditioned office and warehouse space—
Cooler Rooms, Ample parking room for trucks
and cars. Low insurance rates.

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos
& Merchandise. State and Customs Bonded.
Private Trackage—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—N.W.A.—S.W.A.—Agent for Allied
Van Lines, Inc.

EL PASO, TEXAS

Security Fireproof Storage Co.

224 No. Campbell St.

MEMBER



Specializing in Merchandise Distribution
Complete Service—Centrally Located
Make Us Your Branch—Inquiries Solicited

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

MERCHANDISE STORAGE—POOL CAR DISTRIBUTION
Our modern Centrally located fireproof warehouse is completely equipped to serve
you with over 90,000 square feet of merchandise & household goods storage space.
MOVING—STORAGE—PACKING—SHIPPING



Since
1875

BINYON-O'KEEFE
Fireproof Storage Co.
Fort Worth

Since
1875



Associated with Distribution Service, Inc.

FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service

MERCHANDISE STORAGE — COLD STORAGE — POOL
CAR DISTRIBUTION — FRISCO R.R. SIDING
MODERN — FIREPROOF WAREHOUSE

JOHNSON STORAGE & DISTRIBUTING CO., INC.

AND

JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

Agents—ALLIED VAN LINES, INC.

Storage, Cartage, Pool Car Distribution



O. K. Warehouse Co., Inc.

255 W. 15th St., Fort Worth, Tex.



HOUSTON, TEXAS

BINYON-STRICKLAND

WAREHOUSES, INC.

Merchandise Storage — Pool Car Distribution
Centrally Located — Lowest Insurance Rate
Private Siding Southern Pacific Ry. Co.
Goliad & Morin Sts. Houston

HOUSTON, TEXAS

Better Warehousing in HOUSTON

We operate a modern low insurance rate warehouse in the center of the wholesale, jobber, rail and truck terminal district. Most conveniently located for interior jobbers' trucks; well trained personnel; cooler space.

HOUSTON CENTRAL WAREHOUSE CO.
Commerce and San Jacinto Houston, Texas

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PH. 6-0966 1525 NEWBERRY AVE. MON. 5531

HOUSTON, TEXAS

Houston Terminal Warehouse & Cold Storage Company

General Storage Cold Storage U. S. Custom Bonded
A. D. T. Service Pool Car Distribution
Office Space Display Space Parking Space
Lowest Insurance Rate

New York Representative
Phone PLaza 3-1235

Chicago Representative
Phone Harrison 1496

HOUSTON, TEXAS

PATRICK TRANSFER & STORAGE CO.

Merchandise and Household Goods Storage

Pool Car Distribution

Sprinklered—A.D.T. Watchmen
Shipside and Uptown Warehouses
Operators—Houston Division
Lone Star Package Car Co.

1117 Vine St. Agents for Allied Van Lines, Inc.

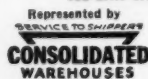
Members N.F.W.A.
State and Local Assn

HOUSTON, TEXAS

In the Heart of the Business District, Use

QUICK SERVICE WAREHOUSE & COLD STORAGE, INC.

102 SAN JACINTO STREET AND 2410 COMMERCE STREET



Represented by
Fireproof Construction — 8 & 9¢ Insurance Rate
Merchandise Storage — Cold Storage & Cooler Vaults
U. S. Custom Bonded — Packing Rooms
Pool Car Distribution
MOP SIDINGS

HOUSTON, TEXAS

MERCHANDISE DISTRIBUTION

COMMERCIAL STORAGE—
OFFICE SPACE — PARKING SPACE

T. P. C. STORAGE & TRANSFER CO., INC.
2301 Commerce Ave.

HOUSTON, TEXAS

W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-nine Years
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY

Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

1940. Because traffic was so much greater than expectations the U. S. Engineers have recommended a new project which provides for a waterway 12-ft. deep and of 125-ft. bottom width all the way to Corpus Christi.

Preparations looking to the immediate use, after completion, of the canal to Corpus Christi are now being made. Several barge lines have already established all-water barge rates between Corpus Christi and points in the Mississippi-Ohio River valleys. Concerns which have published rates include the American Barge Line, the Coyle Lines, River Terminals Corp., Union Barge Line Corp., and the Campbell Transportation Co.

In addition to the common carriers' services, a number of contract carriers are now building equipment to carry petroleum and its refined products through the Intracoastal Canal eastward from Corpus Christi. Incoming cargo is expected to consist of pipe, machinery, automobiles, trucks, structural steel, etc.

33 Million Feet of Lumber from W. Coast

The Intercoastal Shipping Priorities Advisory Committee on Sept. 3 certified to the Maritime Commission that defense requirements of lumber to move via the intercoastal lines during October amount to approximately 33,000,000 board feet. Allocations have not yet been made for November or succeeding months.

Approximately 26,000,000 feet required for defense purposes will be transported from the Pacific Coast to the Atlantic Coast by intercoastal carriers, while approximately 7,000,000 feet of lumber will move from the Pacific Coast to the Panama Canal.

This total of approximately 33,000,000 feet represents the estimated capacity of the intercoastal lines for the month of October. All this lumber has been requested by the Army and the Navy for their needs.

The Intercoastal Shipping Priorities Advisory Committee, composed of representatives from 9 governmental agencies, was set up recently to handle cargo priorities in the intercoastal services to serve the best interests of national defense.

Texas-Pa. Tow of Oil Barges

The Standard Oil Co. of New York has completed its first trial movement of a tow of 6 tank barges, total capacity of 57,000 barrels, equal to 228 tank cars of 250 barrels each, approximately 2,250 miles from Beaumont, Tex., to Midland, Pa., and thence by pipe line to Elizabeth, N. J.—Leffingwell.

Higher Hawaiian Rates Sought, Effective Oct. 1

Carriers operating between the United States and Hawaii filed with the Maritime Commission on July 1, 1941, new tariffs publishing increased rates which were to become effective Sept. 1. On Aug. 15 the carriers extended the effective date of the new rates until Oct. 1 so that conversations could be held with the Maritime Commission and the Office of Price Administration, which latter office is interested in the cost of transportation as a factor in commodity prices.

Agreement has been reached between the carriers and the Office of Price Administration and the carriers have filed with the Maritime Commission application for permission to publish the modified rates on short notice requesting that the modified rates become effective Oct. 1. The matter will be considered by the Commission in accordance with usual procedure.

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Public Merchandise Warehousing

(Continued from page 38)

distribution functions of general merchandise warehouses despite the fact that we are today in a seller's market and that the problem in many industries is no longer to sell goods, but to get materials and supplies to make them. In a recent editorial in *Business Week*, for example, it was pointed out that what is happening today is that we are emerging from an economy of salesmanship, in which goods were abundant, into an economy of defense, in which civilian or household consumer goods and many industrial goods are scarce. This may be so to some extent, but we must not forget that the competitive market will surely return one of these days if we are successful in preserving what we are organizing to defend. It, therefore, behooves wise management to look to its system of distribution all the more carefully under existing conditions.

The third purpose served in distribution today by public merchandise warehouse is in reducing its costs. Industry is always faced with many problems, but one of the most important has been, and will be, how to develop new and more economical methods of getting goods to consumers, when they want them, at prices they can afford to pay. This will be even more important when times again become normal, than in has been in the past. This is so because of the growing realization by consumers that developments in reducing costs in distribution have lagged behind those in production. An uneconomic system has developed whereby goods are moved from points of production to points of effective consumption in such an expensive way that many of the savings realized through the application of research to production problems have been nullified.

"Eliminate the middleman," has been the cry by some manufacturers and consumers and both wholesalers and retailers have been eliminated in some industries and markets; but distribution costs are not necessarily reduced by eliminating middlemen. Costs can only be reduced by performing the functions of distribution more economically and efficiently; or by reducing the number of movements of goods rather than eliminating middlemen.

Today the proper use of public merchandise warehouses as adjuncts to the transportation system of the country is one of the most important means of reducing distribution costs. The transportation services of these warehouses are largely based on: (a) The difference between carload and less-than-carload freight rates. (b) The difference between through freight rates and the combination of 2 or more local rates.

Nearly all freight rates are lower for carload than for less-than-carload shipments. Items of general merchandise taking the first class rate when shipped in less-than-carload lots often take third class or lower rates in carload quantities. It frequently happens, therefore, that, in pooling several long-distance shipments into one carload consigned to a public merchandise warehouse for local distribution, the difference in freight charges is enough to pay all warehouse costs and leave a margin which frequently amounts to considerable per car. Under the pool-car method of distribution, goods which have not been consigned to definite customers are held in storage for the account of the shipper and lots destined to customers, in the town where the warehouse is located, are delivered to or picked up by customers. Lots for customers in nearby towns are forwarded by the warehouse in less-than-carload rail shipments or by motor truck. The saving in freight costs comes about because the goods have traveled the greater part of the distance between producer and point of effective consumption on a through carload rate.

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to enable producers to eliminate many movements of their goods between production and effective consumption. The proper use of the public general merchandise warehousing facilities of the country to eliminate uneconomical movements of goods will do much to make wholesale middlemen more effective. It will tend to eliminate the costly warehouse space and delivery equipment of such middlemen and to reduce the capital they may require for adequate stocks. It will not necessarily eliminate the wholesalers themselves, but will enable them to make more profit on the same capital because of reduced fixed investments in equipment, used only part of the time, and reduced operating costs. It will mean more efficient distribution of most goods at a lower cost to producers, middlemen and consumers.

The fourth service of public merchandise warehouses in distribution today is in facilitating financing between the time of production and the time of consumption. Public warehouses are recognized as agencies for the conversion of stored goods into liquid assets, and their receipts are important credit instruments.

Under the present banking-commercial structure, finished goods and raw materials held at a factory or in a manufacturer's private warehouse cannot qualify independently, on their own inherent specific value, as collateral for loans, particularly where such loans are to be rediscounted by Federal Reserve Banks. But the same goods, if they are in the custody of a public warehouseman do not represent dead value, until sold or used, since they may almost always be used as collateral for bank loans. The reason for this is that a warehouse receipt represents goods which have become segregated assets. These goods are no longer merged with the general inventory of their owner, but are separated and segregated from all other assets, and placed under the control of a disinterested party whose duties and liabilities are distinctly defined and understood by all concerned. For their own protection, bankers usually refuse to consider loans on warehouse receipts unless issued by others than the owners of the goods. The only bona fide warehouse receipts in the eyes of bankers are those issued by operators of public warehouses engaged in the business of receiving and storing goods for others for compensation or profit. Such receipts are genuine, legal documents and take rank among collateral of highest order, having stood the test of legal actions, receiverships, bankruptcies, and the hazards of depressions.

The proper integration of the physical and financial costs of distribution brought about by the use of the facilities of public merchandise warehouses, provides a process of obtaining distribution as fundamentally economical as the results of modern production engineering have produced in that field. This will mean more efficient distribution at lower cost and make it possible for more consumers to buy at prices they can afford to pay; because these prices will bear a lower cost load for distribution. The result will be an increased

production for manufacturers, or at least a profitable market absorption of their normal production.

The use of general merchandise warehouses, moreover, does not create an additional distribution activity performed at an added cost to ultimate consumers, be they industrial or household. Instead, their use involves a series of services that would otherwise be performed for distributors and consumers at higher costs. Were it not for the public merchandise warehouses of the country the small producer would be at a very serious disadvantage as compared to the large, and the large producer would find his costs of distribution materially increased.

Public merchandise warehouses, therefore, have a very definite place in distribution today. They enable manufacturers to meet the demands of their customers under most trying conditions and at the same time conduct their operations on the most economical basis by: (a) shipping goods as manufactured; (b) shipping only in carload lots; (c) placing goods in a cash or credit position as quickly as possible; (d) buying the fewest possible physical movements between points of production and points of effective consumption.

Letters to the Editor

(Concluded from page 42)

to garner a few shekles with which to keep the old strong box filled.

Money is not as plentiful with us as it is with you New York boys, else we would have paid long ago and would have just asked you to write us a few humorous letters anyway. But now that confiscation is apparently unavoidable, I suppose it matters very little what we do with the few dollars we have outside of eating money.

In this city there are no army camps, no war industries, and no war activity, and my guess is that the blow will not be as severe here when the grand flop comes.

Come on along with another letter some time and I will again do without my lunch for a week and pay again.—Regards.

New Trade Zone Contract

Pays \$60,000 to N. Y.

A new contract drafted by Dock Commissioner McKenzie for operation of New York Foreign Trade Zone No. 1 will provide for payment of \$60,000 annually to the city as well as eliminating the legal objections that brought about invalidation of the old zone contract by the State Supreme Court.

Commercial organizations are studying the new agreement. The pact will relieve the city entirely of financial obligations in connection with running of the zone.

The proposed contract which is to be put up to public bidding, is an extremely rigid, stringent one, according to those who have read its clauses.

One of the most important provisions is the guarantee of the private contractor to pay the city at least \$60,000 out of the gross receipts, thus assuring a profit to the city.

The city also will have the power to cancel the contract if the gross receipts do not exceed \$200,000 a year with a payment to the city of the aforesaid \$60,000. The contract is to run for 10 yrs.

The contractor will have to equip the piers used and to maintain them at his own cost. Furthermore, the contractor will have to reimburse the city for the payment made to customs men employed at the zone. The contractor will be called on to keep assets one and one-half times his liabilities, to file a deposit and to carry ample insurance on the piers.

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Private Room System for Storage

CRATING, PACKING and SHIPPING

Charges Collected and Promptly Remitted

Member: N. F. W. A., C. S. & T. A.

While it is not known definitely what action will be taken on the contract by commercial organizations, it was said that a number of them favor the city's operating the zone itself.

Prospect of Shipping

Container Shortage

The prospect of an acute shortage in shipping containers was the subject of an American Management Assn. meeting on Sept. 26, at the Hotel New Yorker, New York City. The meeting was held at the request of the Office of Production Management and brought together producers, processors and users of shipping containers from all over the country.

The container shortage affects not only fibre boxes but set-up boxes, folding cartons, wooden and wire-bound shipping containers, wrapping paper and bags as well. "Notable improvements have been effected in manufacturing facilities and methods, but the strong probabilities are that there will be no immediate improvements in the situation," stated the association. "Contracts with container manufacturers do not provide a sure safeguard against dislocation of manufacturing methods and future production of bottlenecks."

Cuban Sugar Rates to

East Coast-Gulf Ports

The United States Maritime Commission at its meeting on Sept. 9 adopted the following rates for the transportation of sugar from Cuba to Atlantic and Gulf ports of the United States as the maxima in which the Commission will concur:

From one port North side of Cuba or Guantanamo Bay to one U. S. North Atlantic port between Cape Hatteras and New York, inclusive 34¢ per 100 lbs.

From one port South side of Cuba excepting Guantanamo Bay to one U. S. North Atlantic port between Cape Hatteras and New York, inclusive 36¢ per 100 lbs.

From one port North side of Cuba or Guantanamo Bay to one U. S. Gulf port or one U. S. Atlantic port South of Cape Hatteras 32¢ per 100 lbs.

From one port South side of Cuba, excepting Guantanamo Bay, to one U. S. Gulf port or one U. S. Atlantic port South of Cape Hatteras 34¢ per 100 lbs.

From one port North side of Cuba or Guantanamo Bay to one U. S. North Atlantic port North of New York 36¢ per 100 lbs.

From one port South side of Cuba, excepting Guantanamo Bay, to one U. S. North Atlantic port North of New York 38¢ per 100 lbs.

For two ports of loading in Cuba—1¢ additional on the entire cargo may be allowed.

The above maximum rates are subject to the following charter conditions which shall be made standard in all charter contracts:

Loading at the rate of 7,000 bags of approximately 325 lbs. to 330 lbs. each per day, discharging at the rate of 10,500 bags of approximately 325 lbs. to 330 lbs. each per day. Lay time not reversible. Demurrage 45¢ per net registered ton per day. Dispatch 15¢ per net registered ton per day. Vessels will not be required to pay address commission. Vessels will not be required to pay brokerage in excess of 2½%. Other terms same as usual standard form of West Indies Sugar Charter Party.

Schwecke Heads Houston Transportation Group

The Houston (Texas) Transportation Assn. has been organized to include in its membership representatives of all forms of transportation agencies, including railroads, steamships, motor truck lines, local cartage operators and warehouses. Application for a charter has been made, the purposes of the group being the co-operative handling of local problems pertaining to transportation agencies serving Houston.

Leroy Schwecke, president of the Universal Terminal Warehouse Co., has been chosen the first president; Mr. Schwecke is also president of the Southwest Warehouse and Transfermen's Assn. and other outstanding enterprises in that territory. Jules de la Moriniere is treasurer; Ralph Logan, sales manager for the Fisher Dorsey Interests is one of the vice-presidents, and Dan Dalberg, Westheimer Transfer & Storage Co., is a director. B. Frank Johnson, formerly secretary-manager of the Southwest Warehouse and Transfermen's Assn., is secretary-manager. After taking office, Sept. 1, Mr. Johnson worked up the first issue of a weekly publication which is called "The Pick-Up," to be mailed out each Friday to the members.

Budd to Speak at A.T.C. Meeting in Milwaukee

The annual meeting of the Associated Traffic Clubs of America, to be held at the Hotel Schroeder, Milwaukee, Oct. 21 and 22, will hear Ralph Budd, transportation commissioner of the advisory commission to the Council for National Defense. The program includes a series of papers on transportation subjects. Among these will be one read by H. A. Hollopeter, traffic director, Indiana State Chamber of Commerce, his subject being "The Interterritorial Rate Problem." Elmer A. Smith, general attorney, Illinois Central, Chicago, will deliver a paper, entitled, "Trainload Freight Rates." George E. Talmage, Jr., director, I.C.C.'s bureau of water carriers, will talk on "The Administration of Part 111 of the Interstate Commerce Act." W. J. Williamson, general traffic manager, Sears, Roebuck and Co., Chicago, will discuss "New Problems in Handling Merchandise Traffic."

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